

# SPOTLIGHT

AUGUST 2022



**American Income  
National Income**  
life insurance companies

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**MGA/RGA LEADERSHIP  
COUNCIL**

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**2022**



# WORTH THE CLIMB



**Steve Greer**  
Chief Executive Officer  
American Income Life &  
National Income Life Divisions

*Do not confuse things that are hard with things that are valuable. Many things in life are hard. Just because you are giving a great effort does not mean you are working toward a great result. Make sure that mountain is worth climbing.*  
— James Clear

**W**e've all heard the saying that everything we need to know about life we learn in kindergarten – kindness, sharing, respect, etc. One of the most important lessons we can teach our children is the concept of delaying gratification. This can be a tough one for kids to grasp especially because for a good part of their lives to that point, it's been all about trying to figure out what they need and want and then providing it. Tantrums are an outward sign the lesson of delayed gratification has not yet been learned.

Unfortunately, not all of us make it to adulthood having learned this lesson, and the effect this can have on a person's career is not pretty. To be successful in this business, it's important to learn how to establish priorities; what will advance your career and get you where you want to be vs. what can (and maybe should) fall by the wayside temporarily or for good.

I have a love for the outdoors, specifically hunting and fishing. I remember when I moved to upstate New York to help get NILICO up and running, I came to realize I needed to sell my rifle and my fishing gear. I knew these would be tempting distractions and that I needed my total focus on building my business. The great thing about these kinds of decisions is that when you do have time for them in the future, you feel better about it and you get to do it in a bigger way. Because of the sacrifices I made back then, I own my own ranch, can travel the world, and can catch fish in Alaska or anywhere I want! Talk to any of the GOATs and they'll tell you about what they sacrificed to be where they are now. As SGA Mike Vasu likes to say, "Sacrifice Creates Opportunity."

We sell based on the idea that life insurance is or should be a priority for our customers even though there is no immediate gratification. Not only that but the insured won't be around to see the results or reap the benefits in any case! It can be a tough sell, especially these days when working families

are having to spend more on just getting by, and their paychecks are not keeping up with the cost of living. According to LIMRA, at least 102 million Americans are living with a life insurance gap. This is especially important since LIMRA research also shows that 42% of households would face financial hardship within six months if a wage earner died unexpectedly — 25% would suffer financially within a month.

September is Life Insurance Awareness Month, and an opportunity to remind our customers of the importance of life insurance. It's also a good time to remind ourselves why we do what we do. The mountain is most definitely worth climbing. 🏔️



Russian River, Alaska

## SPOTLIGHT

**ARC.AllLife.com/Spotlight.aspx**  
A monthly publication spotlighting top producers of American Income Life and National Income Life

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## NEWS

## AUGUST 2022

VOL. 55 NO. 8

### SGA Career Track

#### New Markets Opening & Expanding!

There is a growing need for ambitious leaders. AIL/NILICO is looking for MGAs and GAs wanting to pursue the SGA Career Track. If you are interested, speak to your SGA, then send an email to: [futuresga@aillife.com](mailto:futuresga@aillife.com).



### Required Retention Rate

**Effective Jan. 1, 2022**, to be eligible for bonuses and be featured in *Spotlight*, Producers must meet the required Retention or the minimum Net to Gross. Net to Gross varies based on bonus guidelines and is used only during the Producer's first twelve months. The rates listed are for *Spotlight* recognition only.

Retention: **74.0%**  
Net to Gross: **80%**

### Dates to Remember

eApp business and paper applications subject to the 7 day hold should be uploaded or sent to Home Office by **Friday 9/23** before **3:30 p.m. CST**. Paper apps excluded from the 7 day hold and PR credits should be sent to Home Office by **Wednesday 9/28**. eApp business excluded from the 7 day hold should be uploaded by **Friday 9/30** before **4:30 p.m. CST** to count for **September** production.

eApp cutoff has been extended to 3:30 p.m. CST every Wednesday, Thursday, and last day of the calendar month to allow more business to load before the weekly advance and end-of-month AP&P cutoff. All other days of the week remain the standard 2:00 p.m. CST cutoff time.

**\$9,536,431**

**in total BONUSES were paid out this month by AIL and NILICO.** For more information on the monthly bonuses, turn to **Pages 42-49**.

**\$8,835,189**

**in total June RENEWALS were paid out in July to 6,107 total agents.**

**SPOTLIGHT DIGITAL** is now on the web!  
**Spotlight.AILAgents.com**  
Username: **AIL** | Password: **allin2022!**  
See your SGA or manager if you need assistance.

**\* Look for the asterisk!** The asterisks, shown throughout the magazine indicate that place will be a year-to-date award winner. The Producers who will be recognized at the 2023 Awards Presentation are: the top SGA per category from Categories I-XII based on Net ALP Growth (minimum 15%) and Cat XIII based on % of Net ALP Objective (minimum 100%), the top MGA/RGA from each category based on Growth (minimum 10%), the top five GAs, the top five SAs, the top ten Rookie Individual Producers, the top ten Veteran Individual Producers, the top PR Representative from each category and the top PR Manager from each category. View the 2023 Convention Qualifications online at [ARC.AllLife.com](http://ARC.AllLife.com) or [ARC.NILife.com](http://ARC.NILife.com). **Check your production!** If there is an asterisk by your position, you could be on your way to stay at **The Grand at Moon Palace** in Cancun, Mexico. The convention will be held **May 3-6, 2023**.



**LOOK FOR ME!**

# Anniversaries

**45 YEARS OF SERVICE**

Malka Arony, PR  
**27 YEARS OF SERVICE**  
 Raymond Lau, AGT  
**23 YEARS OF SERVICE**  
 Mathew Hart, SGA  
**22 YEARS OF SERVICE**  
 Robert Ulreich, AGT  
**21 YEARS OF SERVICE**  
 Micah Cohen, SGA  
**20 YEARS OF SERVICE**  
 Joshua Goodman, RGA  
**19 YEARS OF SERVICE**  
 Joaquin Santos, AGT  
**18 YEARS OF SERVICE**  
 Scott Hanna, AGT  
**17 YEARS OF SERVICE**  
 John Collins, RGA  
 Gabriel Feldmann, SGA  
 Agatha Safford, AGT  
**16 YEARS OF SERVICE**  
 Richard Correa, SGA  
 Michael van Delft, AGT  
**15 YEARS OF SERVICE**  
 Cara DeFiore, RGA  
**14 YEARS OF SERVICE**  
 Magda Figueiredo, RGA  
 Steven Sparkes, GA  
**13 YEARS OF SERVICE**  
 Shelby Poston, AGT  
 Chad Potts, SGA  
 Sarah Thomson, PR

**12 YEARS OF SERVICE**

Reynolds Akuamo, RGA  
 Kimberly Alston, AGT  
 Mario Hajro, RGA  
 Nicholas Walsh, AGT  
**11 YEARS OF SERVICE**  
 Kelly Ekker, RGA  
 Ryan Giddens, SGA  
 Stephen Giddens, SGA  
 Jason Green, GA  
 Sherry Schick, AGT  
 Steve Svendson, RGA  
**10 YEARS OF SERVICE**  
 Jenny Alvarez, GA  
 Susan daCruz, AGT  
 Thomas King, AGT  
 Duni Olusegun, RGA  
 Ellen Tuttle, AGT  
 Sonia Tyner, GA  
**9 YEARS OF SERVICE**  
 Sabrina Ashraf, RGA  
 Kade Beck, RGA  
 Denis-Michael Catalano, SGA  
 Debra Frederick, AGT  
 Peter Gabranski, RGA  
 Jon Golin, AGT  
 Kaylee Harvie, AGT  
 Dan Ikei, RGA  
 Leonel Lazcano, SA  
 Thomas Longino, SGA  
 Marcus Martin, GA  
 Kareem Mutia, AGT

Jimez Parker, AGT  
 Susan Scott, GA  
 Lisa West, PR  
**8 YEARS OF SERVICE**  
 Cristina Fox, RGA  
 Renita Fulcher, AGT  
 Jamie Tan, AGT  
 Tovaughna Tipton-Adams, AGT  
 Angela Torres, AGT  
 Matthew Zang, GA  
**7 YEARS OF SERVICE**  
 Colin Ghee, RGA  
 Dwayne Gomez, GA  
 Lynn Jenkins, AGT  
 Alexander Johnston, AGT  
 Marie Laine, AGT  
 Marcia McDuffie, GA  
 Joseph Pizoferrato, SA  
 Johnny Ramos, SGA  
 Joel Trask, AGT  
 Vyacheslav Vasilenko, AGT  
**6 YEARS OF SERVICE**  
 Awa Babou, RGA  
 Godwill Barungi, SA  
 Ronald Davis, MGA  
 Jacob Kieffer, GA  
 Mitchell Page, SA  
 Maria Siero, PR  
 Melinda Skinner, MGA  
 Jeannieliza Solis, SA  
 Alison Sterzer, AGT  
 Nicholas Wang, GA  
 Timothy Welsh, RGA

**5 YEARS OF SERVICE**

Tiffany Beadnell, MGA  
 Jason Birnbaum, AGT  
 Denzel Covington, AGT  
 Xander Davis, MGA  
 Miguel Diego Esquivel, GA  
 Derek Jansen, AGT  
 Tennonson Mather, MGA  
 David Melendrez, GA  
 Peter Padro, MGA  
 Christopher Rantanes, AGT  
 Gabriela Reyna, AGT  
 Austin Rockall, GA  
 Jessica Rosenberg, SA  
 George Shafiek, MGA  
 Jorge Toribio, MGA  
 Hunter Welty, AGT  
 Michael Wright, RGA  
**4 YEARS OF SERVICE**  
 Jennifer Anthes, AGT  
 Marlene Barrett, MGA  
 Tanya Black, SA  
 Tyler Boulden, RGA  
 Nicholas Daltro Santos, SA  
 Kathryn Fell, SA  
 Marvin Gonzalez, MGA  
 Claude Hamilton, RGA  
 Ryan Hritz, GA  
 Keith James, RGA  
 Victoria Lopes, AGT  
 Abigail Luna Rodriguez, MGA  
 Denise Masulit, SA  
 Terrance McCaw, GA

Patrick McKeown, AGT  
 Michael Nichols, AGT  
 Jimmy Quifille, MGA  
 Elazar Roco, AGT  
 Martin Salavec, AGT  
 Rana Shirer, MGA  
 John Torres, MGA  
 Jesse Weaver, GA  
**3 YEARS OF SERVICE**  
 Rocky Allen, MGA  
 Linsey Almy, SA  
 Charles Ambeau, AGT  
 Steven Ambrose, SA  
 David Archer, SA  
 Nadia Bailey-Robinson, MGA  
 Imani Banks, SA  
 Julia Beales, GA  
 Mercedes Bens, GA  
 Isiah Brown, GA  
 Moriah Chandler, MGA  
 Dulcie Dahle, AGT  
 Gilbert Diaz, SA  
 Giuliano Di Nardo, MGA  
 Shonda Duckett, GA  
 Viktorious Dugan, MGA  
 Sandra Ferreira, AGT  
 Melissa Franco, AGT  
 Robert Fuller, SA  
 Jusem Hajali, SA  
 Cody Hanneken, MGA  
 Tichina Houghton, MGA  
 Nareesa Heather, MGA  
 Matthew Hoapili, SA

Breann Hoenig, MGA  
 Amy Holland, AGT  
 Pa Alieu Kasseh, MGA  
 Lisa Lawrence, MGA  
 Victoria Lewis, RGA  
 Anthony Mazurkewicz, RGA  
 Connor Meakins, AGT  
 Jose Mejia, MGA  
 Klaudio Merizaj, GA  
 Beau Minnick, MGA  
 Shahriar Mohammadi, GA  
 Rafael Osio Rangel, SA  
 Steven Gomez, SA  
 David Quevillon, RGA  
 Arturo Romero, MGA  
 Rufino Salinas, GA  
 John Schaeffer, MGA  
 Jasmine Snell, GA  
 Evan Stewart, RGA  
 Amber Wade, AGT  
 Krystal Walters, AGT  
 Laurie Ward, AGT  
 Tanner West, GA  
 David Winker, SA  
**2 YEARS OF SERVICE**  
 Joey Almeida, RGA  
 Jillian Arshadi, SA  
 Jonathan Ballard, MGA  
 Kristina Banzuelo, AGT  
 Rajat Bhardwaj, SA  
 Michael Braxton, SA  
 Calvin Brewer, AGT  
 Ashlee Brill, GA

Maurice Brown, MGA  
 Carlos Camacho Medina, MGA  
 Andres Cano, GA  
 Donovan Charleston, GA  
 Genevieve Clements, SA  
 Carlos Colina, GA  
 Ethan Cooper, SA  
 Stephanie Cramer, AGT  
 Nafic Djendji Abdel Khalek, RGA  
 Cristian Doucuriao, SA  
 Ahmed Elagrab, GA  
 Evan Epstein, GA  
 Lindsey Gilbert, SA  
 Charles Green, SA  
 Amy Hahn, AGT  
 Jordan Hamrick, GA  
 Jasmine Renhan, SA  
 Zenia Huerta, GA  
 Ali Issa, AGT  
 Jarrell Jackson, MGA  
 Caroline Johnson, AGT  
 Sierra Kelsey, MGA  
 Sarah Kettle, SA  
 Erin Kiouis, AGT  
 Agnieszka Kusper, GA  
 Simonne Leblanc, GA  
 Sabrina Levi, GA  
 Michael Locke, GA  
 Dylan Lovell, SA  
 William Malerk, SA  
 Maria Martinez, MGA  
 Catalina Mendoza Hernandez, GA

Ervin Metaj, MGA  
 Beth Meyerholz, SA  
 Marvin Mondragon, SA  
 Christopher Montoni, SA  
 Damisela Morales De Bonilla, AGT  
 Haeli Morris, SA  
 Joshua Notte, GA  
 Kathleen Ogata, AGT  
 Rebecca Patterson, GA  
 Edward Tadeo Perez, SA  
 Ethan Pfeifer, SA  
 Kaia Pirazzini, MGA  
 Donna Pitz, AGT  
 Catherine Radjpaul, AGT  
 David Ramirez-Benitez, MGA  
 Daniela Rangel, GA  
 Erika Renehan, SA  
 Robert Reyes, SA  
 Jennifer Ribeiro, AGT  
 Felipe Rojas, SA  
 Norma Sanchez, MGA  
 Oscar Sanchez, AGT  
 Marna Sarnecki, SA  
 William Speckels, GA  
 Brendan Suranyi, GA  
 Stephen Taylor, GA  
 Latoiya Wells, SA  
 Anthony Williams, MGA  
 Jacob Wordhouse, AGT  
**1 YEAR OF SERVICE**  
 Zayd Abdelhaq, AGT  
 Sabrina Agostini, MGA

Jerry Allien, SA  
 Jamie Anguiano, SA  
 Fozeya Awell, SA  
 Francis Barrientos, SA  
 Daxton Barzee, SA  
 Shane Bekaert, SA  
 Summer Bekhit, SA  
 Joseph Bell Jr, GA  
 Gordon Biggums, AGT  
 Damon Blackman, SA  
 Bradley Blumenshine, SA  
 Mario Borino, GA  
 Roozbeh Bozorgmaneshfard, PR  
 Cynthia Bracho Pacheco, SA  
 Panaris Bregu, SA  
 Patricia Bremner, AGT  
 Marcellus Brice, SA  
 Alexis Brown, SA  
 John Broyles, SA  
 Braden Buck, SA  
 Jodene Bullis, AGT  
 Eric Caballero, GA  
 Michelle Callahan, AGT  
 Ryan Carswell, GA  
 Elvis Cartaya, RGA  
 Jose Castillo, AGT  
 Noelia Chavez, SA  
 Danika Cherisol, SA  
 Alexis Chidester, AGT  
 Jered Childers, AGT  
 Anthony Chirban, SA  
 Aurimar Chirinos Pericao, AGT

Jahara Clark, MGA  
 Lance Cobbs, GA  
 Lindsey Collins, AGT  
 Sage Couture, SA  
 Andrew Cozby, AGT  
 Devon Crismond, AGT  
 Betzaida Davila Perez, AGT  
 Nicole Davis, SA  
 Naman Diwan, AGT  
 Bryan Doze, SA  
 Penny Duke, AGT  
 Becky Dunbar, AGT  
 Angela Engel, PR  
 Claudia Escamilla, AGT  
 Benjamin Fleschler, SA  
 Jack Fricker, SA  
 Minerva Galvan, PR  
 Lisa Gaynor, AGT  
 Alexander Gomez, MGA  
 Rosmery Gomez Castillo, GA  
 Angel Gomez Marquez, SA  
 Priscila Gonzalez, MGA  
 Juslivel Gonzalez Rodriguez, GA  
 Samantha Halverson, AGT  
 William Heilman, AGT  
 Meghan Hendrickson, SA  
 Jillian Hildebrand, SA  
 Malina Hodur, GA  
 Johnathan Hoggins, AGT  
 Jason Holmes, AGT  
 Sam Huber, AGT  
 Bliss Jacobs, GA

Russell Jamerson, AGT  
 John Jarrell, AGT  
 Adam Johnson, AGT  
 Jaime Johnson, AGT  
 Adilia Jones, AGT  
 Patrick Joseph, SA  
 Osiris Kessinger, SA  
 Leli Kiknadze, AGT  
 Derrek Kingery, AGT  
 Caitlyn Krichew, SA  
 Nataly Lange, SA  
 Thomas Lange, AGT  
 Kolbie Lewis, SA  
 Magnus Loeffler, SA  
 Josefina Lugo, SA  
 Anton Lulgjuraj, AGT  
 Victoria Malave, AGT  
 Jennifer Marshall, AGT  
 Rahman Mashriqi, SA  
 Matthew Mastorovich, SA  
 Blake McClain, SA  
 Gregory McCormick, SA  
 Alicia Medina, GA  
 Victor Medina, SA  
 Vanessa Mendoza Pena, AGT  
 Kallee Menhinick, SA  
 Elio Mertiri, GA  
 Abraham Mogilevsky, SA  
 Fernando Molina, AGT  
 Diana Murray, AGT  
 Benito Natividad, SA  
 Anna Nicolaou, AGT  
 Kimberly Nokk, SA

Ayo Oluyemisi, AGT  
 Hilmar Orozco, AGT  
 Michael Panella, GA  
 Joanne Patten, SA  
 Naverro Poole, SA  
 Avery Prince, AGT  
 Yuri Ramirez Torres, SA  
 Chandler Reed, SA  
 Michael Ribovich, SA  
 Andres Ricci Moncada, AGT  
 Hunter Richardson, SA  
 Rubi Rivas, AGT  
 Mozes Rodriguez, SA  
 Daryuztka Rodriguez Balza, GA  
 Evelyn Romero, GA  
 Cesar Romero Vasquez, SA  
 Tyler Schatz, AGT  
 Aniya Senior, SA  
 Brian Smith, AGT  
 Alfredo Soto, SA  
 Jakob Terry, SA  
 Nicholas Trovato, AGT  
 Michelle Valot, SA  
 Elizabeth Wallin, SA  
 Adrian Watson, SA  
 Kaleb Webb, AGT  
 Arshad White, SA  
 Rosetta Wilkinson, AGT  
 Leonard Williams, AGT  
 Shayne Williams, AGT  
 Devon Yarletts, SA

# Promotions

**STATE GENERAL AGENT**

Joseph Rotolo  
 Ryan Wilson  
**REGIONAL GENERAL AGENT**  
 Kwabena Antwi  
 Sabrina Ashraf  
 Nixandra Caraballo  
 John Catalano  
 Willie Cummings  
 James Fangmann  
 Cristina Fox  
 Colin Ghee  
 Robin Gonzalez  
 Cole Hatfield  
 Keith James  
 Jadwiga Martins  
 Zachary Poker  
 Jonathan Rindt  
 Kelly Schoenherr  
 Alec Seibold  
 Evan Stewart

**Klyo Vidal MASTER GENERAL AGENT**

Rommel Armada  
 Muhammed Ashraf  
 Nadia Bailey-Robinson  
 Jonathan Ballard  
 Nathaniel Bermes  
 Shereen Catalano  
 Herlin Celicourt  
 Malik Davis  
 Kelly Eckert  
 Tarek Elabasy  
 Leanne Erney  
 Katie Gernigin  
 Nicholas Gomez  
 Maeson Green  
 Victoria Halwix  
 Elizabeth Hanson  
 Carolyn Harris  
 Breann Hoenig  
 Keith Holmes

Nathan Hunt  
 Jarrell Jackson  
 Rodney Jones  
 Michael Maloney  
 Muhammad Mansoor  
 Jose Mejia  
 Danilo Mendoza  
 Joseph Michelin  
 Jermaine Moye  
 Christian Navarro  
 Alex Paguio  
 Salvador Rodriguez-Ortegon  
 Caitlin Roth  
 Justin Schmidt  
 Logan Siewert  
 John Tong  
 Shuana Tussing  
 Aubrey Wolfe  
**70% GENERAL AGENT**  
 Angel Bannert  
 Keenan Bignall

Gonzalo Buitron Olvera  
 Hector Cruz  
 Bliss Jacobs  
 Carlos Navas  
 Sky Plunkett  
 Brian Tanner  
 Kyle Trantham  
**67.5% GENERAL AGENT**  
 Olusola Awosanya  
 Frances Buchanan  
 Ryan Carswell  
 Michael Conner  
 Giancarlo Coppola  
 Michael Dafoe  
 Malgorzata Desloges  
 Carlos De Sousa Cardozo  
 Mason Duty  
 Eugene Gardner  
 Magdalena Garneau  
 Jason Goines  
 Gregory Grissom

Andrew Haeberlen  
 Hope Hice  
 Sebastian Hill  
 Malina Hodur  
 Jimmy Johnson  
 Erica Lent  
 Michael Lewo  
 Ryan Luera  
 Mike Mangoang  
 Michael McLaughlin  
 Kurt Meaux  
 Timothy Miller  
 Ryne Morozowski  
 Kashaun Pierce  
 Jourdan Powell  
 Veronica Rescate  
 Ryan Salge  
 Sadia Salman  
 Damon Sims  
 Patrick Sullivan  
 Kyle Swanson

Kristie Syvret  
 Chelsea Tlumac  
 Jason To  
 Kristie Wagner  
 Meredith Woolverton  
 Duglanny Zabala  
**57.5% GENERAL AGENT**  
 Aimee Olson  
 Vanessa Rodriguez  
 Hilary Uzcategui  
**65% SUPERVISING AGENT**  
 Winston Armstead  
 Cherneeka Bailey  
 Erika Benitez  
 Jason Boehnke  
 Chase Braaten  
 Zachary Brown  
 Jenise Cardinal Donnelly  
 Jason Collins  
 William Curl  
 Richard Dingle

Heather Elliott  
 Nelson Erwin Delepiani  
 Yaser Galera  
 Hannah Hermosilla  
 Joshua Jenkins  
 Nicole Johnson  
 Jalen Jones  
 Brenda Lopez Velasquez  
 Kathleen McArthur  
 Matthew McKenzie  
 Jason Musall  
 Jennifer Perea  
 Justin Pirk  
 Trenton Redday  
 Brittany Rhodes  
 Henoah Roman  
 Stephen Roman  
 George Sweet  
 Carlos Vargas  
 Yauri Victoria  
 Isaiah Williams

Danielle Wright  
 Latasha Young  
**62.5% SUPERVISING AGENT**  
 Perla Alejo  
 Alexander Amsler  
 Rebecca Anderson  
 Winesha Andrews  
 Fozeya Awell  
 Noe Ayala  
 Rubi Bahena  
 Ricky Balboa  
 Logan Ballering  
 Liam Bennett  
 Melissa Bissoondath  
 Marisa Brockway  
 Eleisa Carlino Andrea  
 Katherine Carter  
 Isaiah Castro  
 Quintin Coker  
 Tara Cottongim  
 Cassandra Cox

Jacob Crider  
 Zachery Croyle  
 Samantha Dallmer  
 Nathan Dominique  
 Bryan Doze  
 Trea Fantin  
 Brandon Gamagami  
 Lashundra George  
 Silas Gibson  
 Nehomarlis Gonzalez  
 Shamyra Gordon-Lopez  
 Cassandra Gortchakova  
 Morgan Graf  
 Margaret Hanson  
 Shayla Harris  
 Donisha Harrison  
 Alondria Hearn  
 Kaiden Herald  
 Vilehyvis Hernandez  
 Pamela Hood  
 Sean Hylton

Alexander Johnson  
 Dylan Kovaleski  
 Amanda Krog  
 Tyler Lan  
 Karissa Langill  
 Solomon Laeao  
 Scott Lepthien  
 Edwin Lopez  
 Pauline Macpherson  
 Oriana Malave  
 Eric Martinez  
 Vanessa Matos  
 Erin McCarthy  
 Serenna Minix  
 Pilar Morales  
 Kamau Muhammad  
 Javier Nelson  
 Jaden Pierce  
 Azia Pugh-Thomas  
 Kayla Rademacher  
 Juliana Ramirez

Rhonda Ramirez  
 Daryl Reyes  
 Benito Rivas  
 Jyaire Robinson  
 Jeferson Rodriguez  
 Shannan Saffer  
 Shaelee Sayers  
 Aprille Scheuring  
 Brandon Schleef  
 Denise Scott  
 Jonathan Scott  
 William Shaw  
 Erin Spinelli  
 Shawn Stewart  
 Zachary Tranmer  
 Anthony Washington  
 Rachel Watson  
 Zachary Weaver  
 Ashley West  
 Noah Wiese  
 Tevin Williams

Damian Woods  
 Kyra Wutke  
 Carlos Zambrano  
**55% SUPERVISING AGENT**  
 William Malerk  
**52.5% SUPERVISING AGENT**  
 Melissa Soppert  
 Joanna Grossman  
 Valbona Hasanaj  
 Maria Nicoll  
 Santino Sierra  
 Yatianna Tirado  
 Cristian Villalta



# Is your *Spotlight* photo a tad **OUT OF DATE?**

Are you forever frozen in the past? Update your file photo, dudes and dudettes!

## Don't:

- WEAR HATS, SHADES, OVERCOATS
- MAKE HAND GESTURES
- CHOP YOUR HEAD OFF
- CROP YOURSELF OUT OF GROUP PHOTOS
- WEAR STRAPLESS TOPS
- SUBMIT PIXELATED OR BLURRY PHOTOS
- TAKE PHOTOS IN LOW LIGHT AREAS (LIKE YOUR CAR OR A RESTAURANT)
- STAND IN FRONT OF A WINDOW OR OTHER SOURCE OF LIGHT
- EDIT THE PHOTO IN ANY WAY PRIOR TO SENDING (TRUST US — WE GOT THIS!)
- ADD PHOTO FILTERS

## Do:

- WEAR PROFESSIONAL ATTIRE (DRESS SHIRT AND TIE MINIMUM FOR MEN)
- STAND IN FRONT OF A WALL OR NEUTRAL BACKGROUND
- HAVE SOMEONE ELSE TAKE THE PHOTO RATHER THAN A SELFIE
- SHOOT IN NATURAL LIGHTING
- BE IN A WELL-LIT AREA WITH THE LIGHT BEHIND THE PHOTOGRAPHER
- BE SURE YOUR CAMERA IS SET TO THE HIGHEST QUALITY/LARGEST IMAGE SIZE
- SMILE!

**Don't be a throwback — keep your headshot current!**



To submit a new headshot, email your photo to [lcry@ailife.com](mailto:lcry@ailife.com).

Note: If you recently had a professional photo taken at Leadership Academy or other company meeting and you want us to use that, let us know which meeting and we'll hook you up!



Bernard Rapoport,  
Founder of AIL-NILICO

## PROVING OURSELVES

# Every Day



**Jason Beckman**  
Division Vice President  
PR Field Operations

**H**arriett Tubman is quoted as saying, "Every great dream begins with a dreamer. Always remember, you have within you the strength, the patience, and the passion to reach for the stars to change the world."

When I read this quote for the first time my mind immediately shifted to the Founder of our great company, Bernard Rapoport. This Company was built on the foundation of *Supporting Working Families*. Mr. B's \$25,000 of borrowed capital turned into a company that is recession-proof and now, pandemic-proof.

Proof is something we all seek and for those who are dreamers, especially those with

big dreams, something that can be difficult to find. My parents used to tell me "Saying it is one thing, but proving it is another." Every year we publish our Report to the *Labor Advisory Board* to send to labor leaders across the US and Canada at the national, state, and local levels. The title of the 2022 report is "Sharing a Strong Past and Creating a Brighter Future."

This is what makes AIL-NILICO different from the other companies we compete with. We mean what we say and do what we mean. Our proof of being a steadfast advocate of the labor movement and a company that supports working families is in the claim amounts we've paid to those same families dating back to 1979.

Since 1979, AIL has paid a total of 37,576 no-cost AD&D claims totaling more than \$84.9 million to the families and members of the groups we serve. That's more than 37,000 instances when the member of a group woke up on an ordinary day to go about their usual business and the day ended in tragedy. That's over 37,000 instances of

a tragic occurrence that AIL provided a sense of financial relief to the member and/or their family.

The leads generated by our PR team have resulted in the Company paying out 340,753 individual claims totaling over \$601.3 million paid to families. What we do as a Company matters. What YOU do matters. All of this starts somewhere and it begins with the PR team. None of this could have been possible if the PR Representative didn't choose to visit a group to share with them who AIL-NILICO is and what we can do to benefit their members.

When Bernard founded this Company, his dreams changed the world for those of us who are privileged to call American Income home. Those same dreams also helped more than 378,000 families seek some comfort knowing over \$686.2 million in claims were being paid to keep them in their homes, in their communities, and help them find the continuity they had in life before tragedy struck. 🙏

Figures are from internal company records.

# NEW ASSOCIATES

PER MANAGER

## SA

NAME	#	SGA	NAME	#	SGA	NAME	#	SGA
Mark Lotito	12	Jesus Romero	De'Carleon Townsend	3	S-S-Parks-Salvaggi	Nicholas Liening	2	S-S-Bendure-Hartwig
Chris Lewis	4	Sabrina Lloyd	Sara Lantz	2	Richard Correa	Kevin Beaver	2	S-S-Parks-Salvaggi
Alex Jankowski	3	Simon Arias	Margarita Hickman	2	Hemerson Gonzalez	Shelby Hill	2	Michael Vasu
Jusem Hajali	3	Walter Icaza	Sarah Walter	2	Gryska-Boles	Matthew Lewis	2	Michael Vasu
Troy Henderson	3	S-S-Parks-Salvaggi	Ricky Gandhi	2	Sabrina Lloyd			

## GA

NAME	#	SGA	NAME	#	SGA	NAME	#	SGA
Ildemaro Ruiz	12	Jesus Romero	Joseph Hogue	2	Simon Arias	Ryan Martin	2	Moore-DeFurio
Carolyn George	5	Sabrina Lloyd	Tanner Midlick	2	Cohen-Velasquez	Laurence Moore	2	Oldham-Moore
Mario Borino	4	Simon Arias	Arcelia Zizumbo	2	Cohen-Velasquez	Susana Vargas	2	Theodore Pappas
Estephania Montecillo	4	Hemerson Gonzalez	Logan Buckley	2	Richard Correa	Demarcus Oliver	2	Ernest Powell
Doris Martinez Garcia	3	AO	Joshua McTier	2	Richard Correa	Carlos Navas	2	Beto Quintero
Victor Romero	3	Walter Icaza	Luz Cortes	2	Desi Dimitrova	William Bertram	2	Blake Ralston
Danny Sourí	3	Sabrina Lloyd	Abraham El Refaei	2	Desi Dimitrova	Sierra Kelsey	2	Blake Ralston
Luciano Valero Vidal	3	Beto Quintero	Kevin Valentin Ross	2	Hemerson Gonzalez	Jose Abad	2	Jesus Romero
Asante Jackson	3	S-S-Parks-Salvaggi	Aimee Olson	2	Brett Gryska	Gabriela Perez	2	Jesus Romero
Cory Moncol	3	S-S-Parks-Salvaggi	Damon Stroup	2	Mathew Hart	Tyler Teague	2	S-S-Bendure-Hartwig
Michael Conner	2	AO	Razan Zarba	2	Mathew Hart	Mahdi Wade	2	S-S-Bendure-Hartwig
Bryce Engstrom	2	AO	Mercedes Bens	2	Sabrina Lloyd	Jacob Krieger	2	S-S-Parks-Salvaggi
Jozef Tinaj	2	AO	Miguel Diego Esquivel	2	Sabrina Lloyd	Yann Nsoga	2	S-S-Parks-Salvaggi
Adam Youssef	2	AO	Jacob Rosinsky	2	Nick Moore	Selina Maldonado	2	Michael Vasu

## MGA

NAME	#	SGA	NAME	#	SGA	NAME	#	SGA
Rafael Medina	13	Jesus Romero	Jonathan Collins	4	Ernest Powell	Taleb Jammoul Hajali	3	Walter Icaza
Adianeza Rodriguez	7	Hemerson Gonzalez	Jhanna Valerio Vivas	4	Beto Quintero	Zach Otto	3	Sabrina Lloyd
Duane Shaw	7	Sabrina Lloyd	Clayton Slaughter	4	Michael Vasu	James Sodan	3	Nick Moore
Stephanie Burghardt	6	Gryska-Boles	Priscila Gonzalez	3	AO	Tahis Quintero Bonilla	3	Jesus Romero
Katie Stahulak	5	Sabrina Lloyd	Donald DeVoise	3	Slav Bitman	Nicholas Chuma	3	S-S-Bendure-Hartwig
Mark Dushaj	4	AO	Derek Johnson	3	Cohen-Velasquez	London Burnett	3	S-S-Parks-Salvaggi
Nick Scordos	4	AO	Phi Phan	3	Desi Dimitrova	William Thomas	3	S-S-Parks-Salvaggi
Jonathan Rindt	4	Simon Arias	Gary Slocum	3	Desi Dimitrova	Mayra Robles	3	Michael Vasu
Matthew Turnquist	4	Richard Correa	Nairobi Contreras	3	Hemerson Gonzalez	Tecole Smith	3	Michael Vasu

## RGA

NAME	#	SGA	NAME	#	SGA	NAME	#	SGA
Tahis Quintero Bonilla	16	Jesus Romero	Mark Neilson	12	AO	Astrid Castrillon	12	Hemerson Gonzalez

### NEW ASSOCIATE – \$1,000 contract-to-date new agent

#### THE MINIMUMS FOR RECOGNITION ARE:

- SA & GA – at least two new associates during the month
- MGA – at least three new associates during the month
- RGA – top three RGAs during the month

This list recognizes SAs, GAs, MGAs and RGAs for the number of new associates under their hierarchy for the month.

# FOUNDERS CLUB

July Qualifiers—  
Outstanding Producers



**Carmen Arroyo**

Theodore Pappas  
8 Qualifications  
\$255,895 Net ALP  
84.5 RET



**Oleg Novitchii**

S-S-Parks-Salvaggi  
11 Qualifications  
\$231,247 Net ALP  
80.4 RET



**Lily Sakai**

Cohen-Velasquez  
39 Qualifications  
\$124,117 Net ALP  
94.8 RET



**Brandon Bennett**

Simon Arias  
1 Qualification  
\$116,519 Net ALP  
83.9 RET



**Michael Ellis**

AO  
1 Qualification  
\$112,718 Net ALP  
86.6 RET



**Tyler McKnight**

AO  
2 Qualifications  
\$94,876 Net ALP  
84.7 RET



**Muhammed Ashraf**

Theodore Pappas  
18 Qualifications  
\$84,132 Net ALP  
86.9 RET



**Gage Harrington**

AO  
1 Qualification  
\$76,683 Net ALP  
91.4 RET



**Tyler Teague**

S-S-Bendure-Hartwig  
1 Qualification  
\$76,449 Net ALP  
80.0 RET



**Joachim Jean**

Laura Fisher  
17 Qualifications  
\$70,941 Net ALP  
95.0 RET

# Pinnacle

RECRUITING CLUB

## TOP RECRUITING AGENTS\*\* JULY



**Astrid Castrillon**  
7 Recruits  
Hemerson Gonzalez



**Noe Perez**  
6 Recruits  
Saavedra-Longino



**Nicholas Chuma**  
5 Recruits  
S-S-Bendure-Hartwig



**Elijah Findley**  
4 Recruits  
Weatherspoon-Harris



**Jenna Grula**  
4 Recruits  
Simon Arias



**Roquaves Sterling**  
4 Recruits  
Ernest Powell

NAME	# RECRUITS	NAME	# RECRUITS	NAME	# RECRUITS	NAME	# RECRUITS	NAME	# RECRUITS	NAME	# RECRUITS	NAME	# RECRUITS	NAME	# RECRUITS	NAME	# RECRUITS
Astrid Castrillon	7	Felipe Machado-Santanna	3	Wesley Bromley	2	Keith James	2	Roxie Soto	2	Ernest Powell	2	Ernest Powell	2	Ernest Powell	2	Ernest Powell	2
Noe Perez	6	Estephanie Montecillo	3	Matthew Cartwright	2	Pamela James	2	Nelson Sucre	2	Ernest Powell	2	Ernest Powell	2	Ernest Powell	2	Ernest Powell	2
Nicholas Chuma	5	Kyle Norden	3	Rismary Colina Lopez	2	Ashkan Khoshmagham	2	Jensen Symonds	2	Ernest Powell	2	Ernest Powell	2	Ernest Powell	2	Ernest Powell	2
Elijah Findley	4	Ryan Parrish	3	Jonathan Collins	2	Jacob Krieger	2	Jeffery Thiel	2	Ernest Powell	2	Ernest Powell	2	Ernest Powell	2	Ernest Powell	2
Jenna Grula	4	Jhanna Valerio Vivas	3	Ryan Cummings	2	James Marks	2	Tyler Turner	2	Ernest Powell	2	Ernest Powell	2	Ernest Powell	2	Ernest Powell	2
Roquaves Sterling	4	Daniel Walton	3	Troy Farrin	2	Kyle McCampbell	2	Ransey Vazquez	2	Ernest Powell	2	Ernest Powell	2	Ernest Powell	2	Ernest Powell	2
Kevin Beaver	3	Havis Alvarado	2	Mavrick Fredericks	2	Kireasa McRae	2	Klyo Vidal	2	Ernest Powell	2	Ernest Powell	2	Ernest Powell	2	Ernest Powell	2
David Carpenter	3	Danial Arif	2	Derek Garcia	2	Jessica Miller	2	Laura Villarreal	2	Ernest Powell	2	Ernest Powell	2	Ernest Powell	2	Ernest Powell	2
Nairobi Contreras	3	Imani Banks	2	Alexander Gomez	2	Garron Moffett	2	Jasmine Williams	2	Ernest Powell	2	Ernest Powell	2	Ernest Powell	2	Ernest Powell	2
Michael Giachetti	3	Adrian Bendo	2	Gerardo Gonzalez	2	Cesar Romero Vasquez	2	Phillip Zollos	2	Ernest Powell	2	Ernest Powell	2	Ernest Powell	2	Ernest Powell	2
Jonathan Giaco	3	Andre Bent	2	Sierra Hartwig	2	Jose Sanchez	2			Ernest Powell	2	Ernest Powell	2	Ernest Powell	2	Ernest Powell	2
Troy Henderson	3	Panaris Bregu	2	Malcolm Howard	2	Cristy Smuck	2			Ernest Powell	2	Ernest Powell	2	Ernest Powell	2	Ernest Powell	2

TOTAL PINNACLE RECRUITERS: 298 TOTAL PINNACLE RECRUITS: 386

## TOP RECRUITING AGENTS\*\* YTD

NAME	# RECRUITS	NAME	# RECRUITS	NAME	# RECRUITS	NAME	# RECRUITS	NAME	# RECRUITS	NAME	# RECRUITS	NAME	# RECRUITS	NAME	# RECRUITS	NAME	# RECRUITS
Astrid Castrillon	45	Jeffery Thiel	7	Antonino Taormina	6	Ryan Parrish	5	William Dugan	4	Joseph McCallister	4	Joseph McCallister	4	Joseph McCallister	4	Joseph McCallister	4
David Carpenter	17	Blake Tomblin	7	Jhanna Valerio Vivas	6	Evan Pinkerton	5	Johnathon Egan	4	Blake McClain	4	Blake McClain	4	Blake McClain	4	Blake McClain	4
Nicholas Chuma	13	Ian Zollos	7	Ransey Vazquez	6	Beto Quintero	5	Tarek Elabasy	4	Kurt Meaux	4	Kurt Meaux	4	Kurt Meaux	4	Kurt Meaux	4
Peter Kwiatkowski	12	Bruce Alford	6	Klyo Vidal	6	Arturo Romero	5	Taurean Flournoy	4	Brandon Minor	4	Brandon Minor	4	Brandon Minor	4	Brandon Minor	4
Daniel Walton	12	Darrell Asbell	6	Matthew Ward	6	Gregory Rudolph	5	Johnny Fuller	4	Mia Mitchell	4	Mia Mitchell	4	Mia Mitchell	4	Mia Mitchell	4
Matthew Conrad	11	Imani Banks	6	Veronica Acureo	5	Ashley Rust	5	Omaira Garces Ramonez	4	Garron Moffett	4	Garron Moffett	4	Garron Moffett	4	Garron Moffett	4
Sierra Hartwig	11	Brady Basinger	6	Sabrina Agostini	5	Jeffrey A Smith	5	Dwayne Gomez	4	Rex Munsey	4	Rex Munsey	4	Rex Munsey	4	Rex Munsey	4
Michael Giachetti	10	Brenna Behan	6	Diego Alvarez	5	Jennifer Spalding	5	Nicholas Gomez	4	Sasha Oakes	4	Sasha Oakes	4	Sasha Oakes	4	Sasha Oakes	4
Sergio Carta	9	Kylee Blehm	6	Dairon Arbona Fonseca	5	Kemar Thompson	5	Daryl Graham	4	Marcus Pettigrew	4	Marcus Pettigrew	4	Marcus Pettigrew	4	Marcus Pettigrew	4
Elijah Findley	9	Genesis Castillo	6	Mark Bernsdorff	5	David C Williams	5	Alexander Gross	4	Keshaun Pierce	4	Keshaun Pierce	4	Keshaun Pierce	4	Keshaun Pierce	4
Chase Miller	9	Jessica Chang	6	Wesley Bromley	5	Dillon Zartman	5	Brennen Guerin	4	Arimar Ramirez Pernia	4	Arimar Ramirez Pernia	4	Arimar Ramirez Pernia	4	Arimar Ramirez Pernia	4
Julian Navalta	9	Nairobi Contreras	6	Jonathan Collins	5	Phillip Zollos	5	Lori Hamel Johnson	4	Daniela Rangel	4	Daniela Rangel	4	Daniela Rangel	4	Daniela Rangel	4
Adrianeza Rodriguez	9	Nelson Desmond	6	Rosa Colmenares Borrego	5	Adem Abdula	4	Brandon Hankins	4	Joshua Reyes	4	Joshua Reyes	4	Joshua Reyes	4	Joshua Reyes	4
Adam Wheeler	9	Yael Enriquez	6	David Croom	5	Liliana Aguirre	4	Damen Hartwick	4	Stephanie Rogers	4	Stephanie Rogers	4	Stephanie Rogers	4	Stephanie Rogers	4
Jenna Grula	8	Alexander Gomez	6	Leanne Erney	5	Taylor Ahlgrim	5	Sebastian Hill	4	Jeremiah Russin	4	Jeremiah Russin	4	Jeremiah Russin	4	Jeremiah Russin	4
Lamarcus Jackson	8	Keith James	6	Sokol Fazliu	5	Taulant Bane	4	Dylan Jackson	4	Luis Soriano	4	Luis Soriano	4	Luis Soriano	4	Luis Soriano	4
Beau Minnick	8	Jacob Krakora	6	Derek Foore	5	Kevin Beaver	4	Taleb Jammoul Hajali	4	Roxie Soto	4	Roxie Soto	4	Roxie Soto	4	Roxie Soto	4
Alessandro Succurro	8	Erica Lent	6	Jonathan Giaco	5	Andre Bent	4	Aliya Johansen	4	Roquaves Sterling	4	Roquaves Sterling	4	Roquaves Sterling	4	Roquaves Sterling	4
Brandon Bennett	7	Felipe Machado-Santanna	6	Corey Helly	5	Omar Billy	4	Jacob Krieger	4	Jake Taylor	4	Jake Taylor	4	Jake Taylor	4	Jake Taylor	4
Mavrick Fredericks	7	Estephanie Montecillo	6	Cynthia Hoeft	5	Malik Blair	4	Ashlyn Lauderdale	4	Alexander Valenzuela	4	Alexander Valenzuela	4	Alexander Valenzuela	4	Alexander Valenzuela	4
Spencer Kozej	7	Tyler Ortiz	6	Nathaniel Hughes	5	Rachel Brown	4	Cuong Le	4	Luciano Valero Vidal	4	Luciano Valero Vidal	4	Luciano Valero Vidal	4	Luciano Valero Vidal	4
Michael Maloney	7	Mike Paragiou	6	Pamela James	5	Garrett Cegon	4	Ana Machado Rodriguez	4	Leonard Westfall	4	Leonard Westfall	4	Leonard Westfall	4	Leonard Westfall	4
Conor Markins	7	Luis Perez	6	Franklin Johnson	5	John Collins	4	Patricia Marickovich	4	Thomas Wright	4	Thomas Wright	4	Thomas Wright	4	Thomas Wright	4
Michael McKiernan	7	Aldo Ramirez Marinelli	6	Trace Johnson	5	Ryan Cummings	4	James Marks	4	Leonardo Zaracual	4	Leonardo Zaracual	4	Leonardo Zaracual	4	Leonardo Zaracual	4
Noe Perez	7	Adriana Rueda Pimiento	6	Mitchell Mickovic	5	Willie Cummings	4	Anthony Marsella	4								
Jose Sanchez	7	Clayton Slaughter	6	Connor O'Donnell	5	Tristan Dlabik	4	Jose Matos	4								

TOTAL PINNACLE RECRUITERS: 1583 TOTAL PINNACLE RECRUITS: 2871

▼ By number of Pinnacle Recruits. Top Pinnacle Recruiting Agents listed have at least 2 Pinnacle Recruits.  
 ● *Spotlight* will picture the top 5 Pinnacle Recruiting Agents based on number of Pinnacle Recruits. *Spotlight* may picture more or less than 5 in case of a tie.  
 ■ The number of YTD Pinnacle Recruits listed for *Spotlight* recognition may be different than the number of YTD Personal Recruits reported for Globe Life Achievement Award eligibility due to the counts being calculated differently.

# Pinnacle

RECRUITING CLUB

# NEW CLUB MEMBERS\*



**Nicholas Chuma**  
S-S-Bendure-Hartwig  
15 Recruits  
PLATINUM



**Sergio Carta**  
Beto Quintero  
10 Recruits  
GOLD



**Jonathan Collins**  
Ernest Powell  
10 Recruits  
GOLD



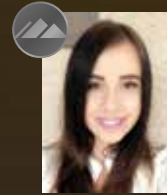
**Mavrick Fredericks**  
Evan Holzhauser  
10 Recruits  
GOLD



**Adrienne Bragas**  
AO  
7 Recruits  
SILVER



**Michael Giachetti**  
S-S-Parks-Salvaggi  
6 Recruits  
SILVER



**Sherrie McCarty**  
Dustin Venekamp  
6 Recruits  
SILVER



**Estephanie Montecillo**  
Hemerson Gonzalez  
6 Recruits  
SILVER



**Jeffery Thiel**  
S-S-Bendure-Hartwig  
6 Recruits  
SILVER



**Liliana Aguirre**  
Jesus Romero  
5 Recruits  
SILVER



**Darrell Asbell**  
AO  
5 Recruits  
SILVER



**Enoch Baiden-Nimene**  
Gigliione-Ackerman  
5 Recruits  
SILVER



**Michael Barlettano**  
Michael Barlettano  
5 Recruits  
SILVER



**Tomarus Burks**  
Tom Williams  
5 Recruits  
SILVER



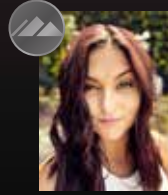
**Willie Cummings**  
Slav Bitman  
5 Recruits  
SILVER



**Chris Densham**  
AO  
5 Recruits  
SILVER



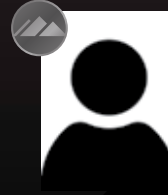
**Daryl Graham**  
S-S-Parks-Salvaggi  
5 Recruits  
SILVER



**Melissa Grieb**  
AO  
5 Recruits  
SILVER



**Asante Jackson**  
S-S-Parks-Salvaggi  
5 Recruits  
SILVER



**Pamela James**  
Jose Canvajal  
5 Recruits  
SILVER



**Alejandra Larez Morales**  
Jesus Romero  
5 Recruits  
SILVER



**Juan Leonardo**  
Gigliione-Ackerman  
5 Recruits  
SILVER



**Felipe Machado-Santanna**  
Prata-Wilson  
5 Recruits  
SILVER



**Anthony Marsella**  
Laura Fisher  
5 Recruits  
SILVER



**Rex Munsey**  
AO  
5 Recruits  
SILVER



**Bruno Nuro**  
Dustin Venekamp  
5 Recruits  
SILVER



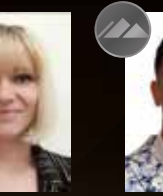
**Peter Padro**  
Richard Correa  
5 Recruits  
SILVER



**Beto Quintero**  
Beto Quintero  
5 Recruits  
SILVER



**Michele Stewart**  
AO  
5 Recruits  
SILVER



**Antonino Taormina**  
Brett Gryska  
5 Recruits  
SILVER



**Paula Thompson**  
Ernest Powell  
5 Recruits  
SILVER



**De'Carleon Townsend**  
S-S-Parks-Salvaggi  
5 Recruits  
SILVER



**Morgan Tranquist**  
Andre McCallum  
5 Recruits  
SILVER



**Dillon Zartman**  
S-S-Bendure-Hartwig  
5 Recruits  
SILVER

\*By number of eligible Pinnacle Recruits. Club members pictured have at least 5 eligible Recruits. A Pinnacle Recruit is considered eligible (will count towards qualification levels) when he/she has submitted \$2,000 Net ALP.

# PLAY TO WIN!

## JULY COMPANY TOTALS

### Sales

**\$29,914,172 Net ALP** –  
Up 6.6% over July of 2021

### Recruiting

- **1,499** New Associates
- **9,727** Agent Count

### Quality/Reinstatements

- **3,550** Total Policies Conserved  
– **3,104** Reinstatements  
– **446** Reopens
- 4-Month Retention: **79.4%**
- 13<sup>th</sup> Month Retention: **64.9%**
- 13<sup>th</sup> Month Persistency: **81.42%**
- Net to Gross: **87%**

### Public Relations

- **44** ORI groups signed  
– **22%** increase over July 2021
- **13,371** ORI leads received  
– **29%** increase over July 2021



## MGA WINNERS

CATEGORY	NAME	SGA
I	Mark Neilson	AO
	Eno Iftiu	AO
II	Arif Hajro	AO
	Matthew Conrad	SS-Parks-Salvaggi
III	Clayton Slaughter	Michael Vasu
	Bruce Viaje	AO
IV	Daniel Prinzo	SS-Parks-Salvaggi
	David Carpenter	Dustin Venekamp
V	Joshua Dishong	SS-Bendure-Hartwig
VI	Nicholas Chuma	SS-Bendure-Hartwig
VII	Michael Giachetti	SS-Parks-Salvaggi
VIII	Robert Hamilton	AO
IX	Jesse Doherty	AO
X	Matthew Diulus	Simon Arias
XI-XII	Jonathan Rindt	Simon Arias
XIII-XIV	Rafael Medina	Jesus Romero
XV-XVI	John Catalano	Simon Arias
XVII-XX	Jonathan Phillips	Blake Ralston
Rookie	Moriah Chandler	Henderson-Locker
	Mark Dushaj	AO



Congratulations to the 2022

## CONTEST WINNERS!



**CONTEST WINNERS** will be flown into DFW to attend a Rangers Game in September 2022 in the Corporate Suite at the New Globe Life Field with David Zophin, Steve Greer, and Dom Bertini.

## RGA WINNERS

CATEGORY	NAME	SGA
I	Mario Hajro	AO
	Mark Neilson	AO
II	Zach Otto	Sabrina Lloyd
	Eric Thompson	SS-Parks-Salvaggi
III	Eno Iftiu	AO
	James Sodan	Nick Moore
IV	Mark Dushaj	AO
	Andrew Bishop	AO
V	Arif Hajro	AO
VI	Chase Miller	SS-Bendure-Hartwig
VII	Melinda-Rae Lyse	AO
VIII	Daryl Graham	SS-Parks-Salvaggi
IX	Dustin Dunbar	Dustin Venekamp
X	Steven King	Darcy Schrieber
XI	Phi Phan	Desi Dimitrova
XII	Amir Sedaghat	AO
XIII	James Marks	Simon Arias
XIV-XVI	Anthony Mazurkewicz	Giddens-Giddens



# WHAT WE DO

# MATTERS!



## Mike Laramie

Division Vice President of Quality Business

*If you believe you can make a difference, then you will make a difference. Believe in yourself, your family and your community and you will win. – Lindsay Fox*

**Y**ou picked a long-term career that can have a major impact on others as well as yourself. The term 'life-changing' would not be an overstatement.

If you're like most of us, you didn't wake up one day and say, "I want to sell life insurance for a living." On the other hand, maybe you did and recognized a calling for life

insurance. No matter if the career picked you or you picked the career, what you do daily matters. It matters a lot.

There are many jobs/careers in this world but I knew I wanted to find a career that mattered, that didn't just amount to a way to make money. Take a minute and stop to think about what exactly we do. We make it possible for the working class folks in this world to put financial protection in place and leave a lasting legacy for their loved ones. I promise you will be the most important person in their life one day and they will look back remembering the moments you met with them about their life insurance.

Recently, I learned of a large claim that was paid before the case was even completed by underwriting. An agent met with this family with small children and got them our life insurance. A few weeks later the agent got "the call" that the father was killed in a tragic motorcycle accident. The agent was in shock and couldn't believe this accident happened so soon after just meeting with the family. The agent followed up with the family and made sure everything was in line to file the claim. Shortly thereafter the claim was paid and the family was able to use this money to continue

living their life. Imagine if the agent didn't call them or didn't follow up with them. It's a pretty sure bet things would not have gone so well for that young widow and her child.

I know this career has many challenges, from calling and setting appointments, to getting through all the NOs, to get to that YES, to completing all the paperwork correctly the first time, every time. This is all worth it and especially now that it's easier than it's ever been to work both in person and virtually.

I want to encourage you to take every aspect of what we do seriously. Every phone call, every presentation, every follow-up visit. And don't forget about helping us retain the customers we have who may be on the edge of losing their coverage. A lapsed policy can help no one.

Live each day making an impact and know that what you do everyday matters. Here's proof \$1,720,793,359 GLOBE LIFE CLAIMS PAID OUT IN 2021. Yes, that's over a BILLION in claims paid in just 2021 on policies agents like YOU helped put into place. It all adds up and it all matters. 🙌

Figures are from internal company records.



**American Income  
National Income**  
life insurance companies

## MGA/RGA LEADERSHIP COUNCIL

The **MGA/RGA Leadership Council** is made up of elite managers selected for their successes in the areas of recruiting, training, leadership development, and their history of representing our company with integrity. The group typically meets semi-annually with members of executive management to share their best practices to help grow the company and their agencies.

### AIL/NILICO'S 2022 MGA/RGA LEADERSHIP COUNCIL



**Mark Bernsdorff**  
Simon Arias



**David Carpenter**  
Dustin Venekamp



**Ashley Clarke**  
Ernest Powell



**Taurean Flornoy**  
Weatherspoon-Harris



**Mario Hajro**  
AO



**Brody Maughan-Evanson**  
Simon Arias



**Mark Neilson**  
AO



**Romal Omid**  
Matt Hart



**Gabriela Sime**  
Fisher-Zuzick



**Scott Wheeler**  
Satti-Kanaan



# September is Life Insurance Awareness Month

It's that time again! Each September, we observe Life Insurance Awareness Month, an opportunity to remind our clients about the importance of life insurance and to remind ourselves of why we do what we do. Although COVID served as a wake-up call to many about placing financial protection in place for their family, the current inflation has put families in the position of having to make changes in their spending. Fact is, inflation is all the more reason to put life insurance protection in place!

### DID YOU KNOW?

**Forty-two percent** of Americans say their household would face financial hardship within six months should a wage earner die unexpectedly — **25% would struggle financially within a month.**

Overall there are **102 million uninsured and underinsured** Americans who know they need (or need more) life insurance coverage.

The top reason people give for not purchasing coverage is that it is too expensive. Yet more than half of Americans **overestimate the cost of life insurance three-fold.**

Source  
Life Office Management Association, Facts About Life 2021, LIMRA.com (accessed 8/10/2022)



# NEW SGAs



**Ryan Wilson** | Rhode Island

Ryan came to AIL in 2011, drawn to the concept of lifetime renewals. He holds a Bachelor's degree in Economics from the University of Massachusetts Amherst and worked in the mortgage lending industry. "Sacrificing personal time to help people succeed and meet their goals and helping others achieve what they only dreamt was possible is what gets my hair on fire in the morning," he says. Ryan credits his wife, Michelle, for being his biggest hero and supporter. "I couldn't do this without her," he adds.



**Joe Rotolo** | Florida, Oklahoma

Joe has a Bachelor's degree in Business Marketing from the University of South Florida and "did everything" before joining AIL in 2016. Like most who choose Opportunity Unlimited, Joe was attracted to the Company by the freedom and the ability to determine his own income. The aspect of this career he enjoys most is the friends and mentors he's gained as well as watching those agents he's mentored "take flight and grow." To anyone considering a sales or leadership career with AIL, Joe advises, "Wheel has already been invented ... just follow the system."

## Make Tomorrow Better

— UPDATE —



## Ridgeland, Mississippi

American Income Life in partnership with the Ernest Powell Agency office donated \$15,000 to Sunnybrook Children's Home, Inc. as part of our Make Tomorrow Better charitable giving initiative.

Sunnybrook provides support to foster parents and children, while also preparing older youth to succeed in life by developing independence through a strong foundation based on education, job training, and self-discipline.

# VIBRA LATINA

## Juntos somos más fuertes

**Angel Martínez**  
Director de Ventas / Sales Director



**COMO** latinos, experimentamos muchas situaciones en nuestros países enfrentando compañeros de trabajo y gerentes sin capacidad de trabajo en equipo y habilidades de dirigir equipos. Sin embargo, cuando venimos a los Estados Unidos, notamos que no es una situación cultural sino una mala conducta humana. Cuando aprendemos y nos adaptamos al trabajo en equipo rodeándonos de personas que nos apoyan, es un cambio radical.

Ser parte de un equipo y ser apoyado por tus compañeros de equipo es una de las mejores sensaciones en el trabajo. Hay poder en un grupo de personas que trabajan juntas hacia un objetivo compartido. Sin embargo, cuando el desempeño de un asociado es consistentemente bueno, se hace esperado y, sin saberlo, puede darse por sentado.

He visto a personas en posiciones de liderazgo manipular a agentes y gerentes de alto rendimiento para producir más y asumir la carga de los demás, mientras que no se hace nada para abordar el déficit significativo en el rendimiento de otros miembros del equipo. En algún momento, esta persona quedará exhausta y perderá toda la inspiración para continuar actuando a un nivel tan alto. Cuando los empleados apasionados se callan, generalmente eso indica que el ambiente de trabajo se ha vuelto muy disfuncional. Como líder, debemos observar y actuar sobre esto de inmediato.

Por favor, no empujemos a nuestros asociados más leales hasta el punto de que ya no les importe. Cuando tenemos personas apasionadas, inspiradas y motivadas para ayudar a que AIL logre su visión mientras cumple

su propósito, debemos hacer todo lo que esté a nuestro alcance para garantizar que este equipo mantenga este ambiente. De lo contrario, corremos el riesgo de ahuyentar a los grandes talentos mientras nos conformamos con la mediocridad.

Como latinos, necesitamos entender que somos más fuertes juntos, y necesitamos aprender que con Reclutamiento, Capacitación y Promoción, nuestra compañía, gerentes y agentes maximizarán la Oportunidad Ilimitada que AIL nos ofrece. Si crecemos juntos, lograremos el gran impacto que estamos buscando y estaremos nuestros nombres como una parte considerable del objetivo de la empresa. Unámonos y maximicemos el sueño americano frente a nosotros. **SL**

# Together we are Stronger

**AS** Latinos, we have experienced many situations in our countries facing coworkers and managers without the ability to form a cohesive team and lacking management skills. However, when we come to the United States, we notice that it is not a cultural situation but human error. When we learn and adapt to work as a team surrounding ourselves with supported people it's a game changer.

Being part of a team and supported by your teammates is one of the best feelings at work. There's power in a group of people who work together toward a shared goal. However, when an associate's performance is consistently good, it becomes expected and may unknowingly be taken for granted.

I have seen people in leadership positions manipulate high-performing agents and managers to produce more and take on the burden of others while nothing is done to address the significant shortfall in the performance of other team members. At some point, this person will get burned out and lose all inspiration to continue performing at such a high level.

When passionate employees become quiet, it usually signals that the work environment has become very dysfunctional. As leaders, we must observe and act on this immediately.

We can't push our most loyal people to the point that they no longer care. When we have people passionate, inspired, and motivated to help AIL-

NILICO achieve its vision while fulfilling its purpose, we must do everything in our power to ensure that this team keeps its vibe. Otherwise, we risk pushing away great talent while settling for mediocrity.

As Latinos, we need to understand that we are stronger together, and we need to learn that with recruiting, training, and leadership development, our Company, managers, and agents will maximize the *Opportunity Unlimited* that AIL offers us. If we grow together, we will make the huge impact we are looking for and will stamp our names as having played a crucial part in achieving the Company's goals. Let's unite and maximize the American Dream in front of us. **SL**



## VETERAN PRODUCER



**1**  
NANCY DJENDJI  
HOUSTON, TX

SA



**1**  
MARK LOTITO  
HOUSTON, TX

## ROOKIE MGA



**1**  
LUIS VELASQUEZ  
HOUSTON, TX

## ROOKIE PRODUCER



**1**  
ARTURO ESPINDOLA GONZALEZ  
HOUSTON, TX

GA



**1**  
ILDEMARO RUIZ  
HOUSTON, TX

## RGA



**1**  
NAFIC DJENDJI ABDEL KHALEK  
HOUSTON, TX

## TOP LATINO MARKET VETERAN INDIVIDUAL PRODUCERS: JULY

Rank		Net ALP	NTG	RET	MGA	SGA
1	Nancy Djendji	\$32,386		94.6	Noris Dominguez Ramirez	Jesus Romero
2	Everin Suarez	\$19,220		87.1	Luis Velasquez	Jesus Romero
3	Omaira Garces Ramonez	\$14,919		93.4	Klyo Vidal	Beto Quintero
4	Carlos Navas	\$13,802		81.0	Klyo Vidal	Beto Quintero
5	Jean Romero Capote	\$9,724		79.3	Jean Romero Capote	Jesus Romero

## TOP LATINO MARKET ROOKIE INDIVIDUAL PRODUCERS: JULY

Rank		Net ALP	NTG	RET	MGA	SGA
1	Arturo Espindola Gonzalez	\$37,810	100		Rafael Medina	Jesus Romero
2	Dionisio Terius	\$37,402	100		Rafael Medina	Jesus Romero
3	Carolina Gamardo	\$34,172	100		Rafael Medina	Jesus Romero
4	Adriana Gil Cordova	\$28,426	100		Rafael Medina	Jesus Romero
5	Jose Briceno	\$27,150	100		Rafael Medina	Jesus Romero

## TOP LATINO MARKET SUPERVISING AGENTS: JULY

Rank		1st 6 Mo Agt	Net ALP	NTG	RET	MGA	SGA
1	Mark Lotito	\$265,387	\$266,521	100		Rafael Medina	Jesus Romero
2	Daniel Nava	\$21,760	\$28,088	97		Zaida Ferrer	Fort Worth Latino Division
3	Jason Ibarra	\$20,108	\$20,108	97		Sergio Carta	Beto Quintero
4	Victor Medina	\$13,636	\$19,989	97		Nairobi Contreras	Hemerson Gonzalez
5	Margarita Hickman	\$12,439	\$11,771		77.1	Nairobi Contreras	Hemerson Gonzalez

## TOP LATINO MARKET GENERAL AGENTS: JULY

Rank		1st 6 Mo Agt	Net ALP	NTG	RET	MGA	SGA
1	Ildemaro Ruiz	\$263,553	\$261,672	100		Rafael Medina	Jesus Romero
2	Arimar Ramirez Pernia	\$33,137	\$36,518	98		Alejandra Larez Morales	Jesus Romero
3	Kevin Valentin Ross	\$22,254	\$55,824	98		Havis Alvarado	Hemerson Gonzalez
4	Evelyn Leon-Perez	\$21,884	\$29,063		88.1	Zaida Ferrer	Fort Worth Latino Division
5	Carlos Colina	\$18,882	\$36,036	99		Cartiza Rojas	Beto Quintero

## TOP LATINO MARKET ROOKIE MASTER GENERAL AGENTS: JULY

Rank		PF %	1st 6 MO Agt	Bench	NTG	RET	SGA
1	Luis Velasquez	129.5%	\$41,761	\$32,250		80.5	Jesus Romero

## TOP LATINO MARKET REGIONAL GENERAL AGENTS: JULY

Rank		Growth %	Net ALP	Bench	NTG	RET	SGA
1	Nafic Djendji Abdel Khalek	208.4%	\$99,466	\$32,250		76.9	Jesus Romero

## TOP LATINO MARKET VETERAN INDIVIDUAL PRODUCERS: YTD

Rank		Net ALP	NTG	RET	MGA	SGA
1	Nancy Djendji	\$230,355		94.6	Noris Dominguez Ramirez	Jesus Romero
2	Omaira Garces Ramonez	\$82,486		93.4	Klyo Vidal	Beto Quintero
3	Dana Martin Gonzalez	\$71,319		95.8	Klyo Vidal	Beto Quintero
4	Carlos Navas	\$62,981		81.0	Klyo Vidal	Beto Quintero
5	Jean Romero Capote	\$62,208		79.3	Jean Romero Capote	Jesus Romero

## TOP LATINO MARKET ROOKIE INDIVIDUAL PRODUCERS: YTD

Rank		Net ALP	NTG	RET	MGA	SGA
1	Rosa Colmenares Borrego	\$122,185	99		Noris Dominguez Ramirez	Jesus Romero
2	Yoel Chacin Gonzalez	\$73,301	100		Noris Dominguez Ramirez	Jesus Romero
3	Kevin Valentin Ross	\$73,047		80.0	Havis Alvarado	Hemerson Gonzalez
4	Ildemaro Ruiz	\$68,281	100		Rafael Medina	Jesus Romero
5	Carlos Marin	\$68,177		83.4	Noris Dominguez Ramirez	Jesus Romero

## TOP LATINO MARKET SUPERVISING AGENTS: YTD

Rank		1st 6 Mo Agt	Net ALP	NTG	RET	MGA	SGA
1	Mark Lotito	\$336,938	\$362,688	100		Rafael Medina	Jesus Romero
2	Ana Machado Rodriguez	\$61,158	\$123,552	94		Klyo Vidal	Beto Quintero
3	Mayra Gutierrez Rodriguez	\$55,668	\$115,865	89		Diego Alvarez	Hemerson Gonzalez
4	Jason Ibarra	\$47,376	\$57,966	97		Sergio Carta	Beto Quintero
5	Maria Papilago	\$46,311	\$99,327	86		Havis Alvarado	Hemerson Gonzalez

## TOP LATINO MARKET GENERAL AGENTS: YTD

Rank		1st 6 Mo Agt	Net ALP	NTG	RET	MGA	SGA
1	Ildemaro Ruiz	\$422,682	\$490,790	100		Rafael Medina	Jesus Romero
2	Estephanie Montecillo	\$109,145	\$189,934	92		Adianeza Rodriguez	Hemerson Gonzalez
3	Diego Vargas	\$105,866	\$372,396		85.8	Daniel Pacheco	Beto Quintero
4	Aldo Ramirez Marinelli	\$100,489	\$252,087	93		Klyo Vidal	Beto Quintero
5	Arimar Ramirez Pernia	\$84,526	\$125,294	98		Alejandra Larez Morales	Jesus Romero

## TOP LATINO MARKET VETERAN MASTER GENERAL AGENTS: YTD

Rank		Growth %	Net ALP	Bench	NTG	RET	SGA
1	Sergio Carta	13.7%	\$310,627	\$273,293		81.0	Beto Quintero

## TOP LATINO MARKET ROOKIE MASTER GENERAL AGENTS: YTD

Rank		PF %	1st 6 MO Agt	Bench	NTG	RET	SGA
1	Edgar Velasquez Romero	206.4%	\$466,018	\$225,750	98		Plano Latino Division
2	Nafic Djendji Abdel Khalek	111.0%	\$250,683	\$225,750		76.9	Jesus Romero
3	Luis Velasquez	106.4%	\$240,202	\$225,750		80.5	Jesus Romero

## TOP LATINO MARKET REGIONAL GENERAL AGENTS: YTD

Rank		Growth %	Net ALP	Bench	NTG	RET	SGA
1	Nafic Djendji Abdel Khalek	84.2%	\$916,404	\$497,493		76.9	Jesus Romero
2	Sergio Carta	10.4%	\$901,525	\$816,808		80.9	Beto Quintero



**1**  
FIRAT UCAR  
PHOENIX, AZ



**2**  
MARSHALL FERNANDEZ  
RED DEER, AB



**3**  
FRANKO BILBILI  
FORT MYERS, FL



**4**  
NOOR MUSLEH  
BRUNSWICK, OH



**5**  
DAMARIS TREJO  
SCHAUMBURG, IL



**6**  
DAOUD NASER  
BRUNSWICK, OH



**7**  
EVAN PINKERTON  
WEXFORD, PA



**8**  
NATHAN LABRANCHE  
WASHINGTON, MI



**9**  
JACOB ROSE  
ALTAMONTE SPRINGS, FL



**10**  
GURPARTAP RANDHAWA  
MISSION VIEJO, CA



**11**  
BRANDON BENNETT  
WEXFORD, PA



**12**  
AHMAD AQEL  
PHOENIX, AZ



**13**  
DANIEL ROCK  
TEMPE, AZ



**14**  
ALEX JANKOWSKI  
WEXFORD, PA



**15**  
KEVIN BEAVER  
ST LOUIS, MO



**16**  
BRADEN BUCK  
THORP, WA



**17**  
NATHANIEL MAGDA  
WAKEMAN, OH



**18**  
JAKE KIM  
SEATTLE, WA



**19**  
ABRAHAM MOGILEVSKY  
DULUTH, GA

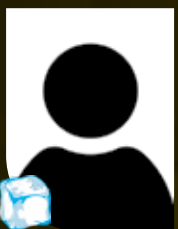


**20**  
BRAYDON CAMERON  
WEXFORD, PA

## ICEBREAKERS



**ARTURO ESPINDOLA GONZALEZ**  
HOUSTON, TX



**DIONISIO TERIUS**  
HOUSTON, TX



**CAROLINA GAMARDO**  
HOUSTON, TX

An IceBreaker is a Producer who made his/her first sale in the last 2 calendar months. We will recognize all IceBreakers in the Top 20 Rookie Producers list for the month, as well as the next Top 3 in this category.

TPC = 2022 Top Producer Council Member

## JULY

Rank	Net ALP	NTG	RET	MGA	SGA	
1	Firat Ucar	\$164,374		76.7	Bledar Bane	Dustin Venekamp
2	Marshall Fernandez	\$157,213		89.0	Alon Barnur	AO
3	Franko Bilbili	\$85,719	96		Arif Hajro	AO
4	Noor Musleh	\$75,870		90.5	Matthew Conrad	S-S-Parks-Salvaggi
5	Damaris Trejo	\$74,423		84.1	Zach Otto	Sabrina Lloyd
6	Daoud Naser	\$63,705		79.5	Matthew Conrad	S-S-Parks-Salvaggi
7	Evan Pinkerton	\$57,891	93		Ryan Shazier	Simon Arias
8	Nathan Labranche	\$55,735	99		Mark Dushaj	AO
9	Jacob Rose	\$53,883	100		Moriah Chandler	Henderson-Locker
10	Gurpartap Randhawa	\$52,437		79.0	Jimmy Quiffille	AO
11	Brandon Bennett	\$51,783	95		Joseph Crivelli	Simon Arias
12	Ahmad Aqel	\$50,482		74.5	Ervin Metaj	Dustin Venekamp
13	Daniel Rock	\$49,558	91		David Carpenter	Dustin Venekamp
14	Alex Jankowski	\$48,478	94		Jonathan Rindt	Simon Arias
15	Kevin Beaver	\$47,569		84.1	Mike Paragiou	S-S-Parks-Salvaggi
16	Braden Buck	\$46,082		92.9	Melissa Sidoti	AO
17	Nathaniel Magda	\$45,055	91		Kevin Gillum	AO
18	Jake Kim	\$44,948		82.8	Zackarea Hakim	AO
19	Abraham Mogilevsky	\$43,966		76.3	Tami Chaimov	Jamison Weatherspoon
20	Braydon Cameron	\$42,127		81.0	Ryan Shazier	Simon Arias
21	Hala Herballi	\$41,250	97		Veronica Coval	Laura Fisher
22	Arturo Espindola Gonzalez	\$37,810	100		Rafael Medina	Jesus Romero
23	Dionisio Terius	\$37,402	100		Rafael Medina	Jesus Romero
24	Jennifer Sosa	\$34,794		79.0	Dustin Dunbar	Dustin Venekamp
25	Troy Henderson	\$34,473	94		William Thomas	S-S-Parks-Salvaggi
26	Carolina Gamardo	\$34,172	100		Rafael Medina	Jesus Romero
27	Bradley Blumenshine	\$33,423		75.1	Arturo Romero	S-S-Parks-Salvaggi
28	Michael Valent	\$32,725		75.9	Evan Stewart	Simon Arias
29	Sasha Oakes	\$31,906	96		Giovanni Vacca	Tommy Vena
30	Tayari Otis	\$31,643	100		Moriah Chandler	Henderson-Locker
31	Raheem Nubani	\$30,818	95		Daniel Prinzo	S-S-Parks-Salvaggi
32	Austin Ewing	\$30,553		91.4	Eno Iftiu	AO
33	Justin Neal	\$28,968	94		Eno Iftiu	AO
34	Patrick Sullivan	\$28,480		88.8	Matthew Hunsberger	Tommy Vena
35	Adriana Gil Cordova	\$28,426	100		Rafael Medina	Jesus Romero
36	Alexander Nachman	\$28,002	92		Michael Maloney	Simon Arias
37	Brandon Freeman	\$27,850	98		Conor Markins	Simon Arias
38	Javier Diaz	\$27,359	97		Moriah Chandler	Henderson-Locker
39	Jose Briceno	\$27,150	100		Rafael Medina	Jesus Romero
40	Michael Ribovich	\$26,736		86.4	Jacob Krakora	S-S-Parks-Salvaggi
41	Hayden Sheppard	\$26,679	88		Jeffrey A Smith	Simon Arias
42	Andrew Bogeas	\$26,180		90.1	Mike Paragiou	S-S-Parks-Salvaggi
43	Kyle Jansen	\$25,775	97		Daniel Prinzo	S-S-Parks-Salvaggi
44	Robert Burns	\$25,729		76.0	Daniel Prinzo	S-S-Parks-Salvaggi
45	Michael Maloney	\$25,199		79.9	Michael Maloney	Simon Arias
46	Erald Tomorri	\$25,070		81.7	Arif Hajro	AO
47	Samuel Crock	\$25,029	91		Jeffrey A Smith	Simon Arias
48	Blake McClain	\$24,824		78.1	Arturo Romero	S-S-Parks-Salvaggi
49	Stephen Davis	\$24,525		74.2	Jake Yagjian	Albert Serur
50	Alexander Gomez	\$23,603		74.7	Alexander Gomez	Kevin Holtz

## YTD

Rank	Net ALP	NTG	RET	MGA	SGA	
*1	Marshall Fernandez	\$541,549		89.0	Alon Barnur	AO
*2	Firat Ucar	\$427,485		76.7	Bledar Bane	Dustin Venekamp
*3	Kevin Musai	\$261,991		86.3	Eno Iftiu	AO
*4	Justin Neal	\$254,170	94		Eno Iftiu	AO
*5	Brandon Bennett	\$229,781	95		Joseph Crivelli	Simon Arias
*6	Franko Bilbili	\$223,431	96		Arif Hajro	AO
*7	Spencer Stoyer	\$220,829	93		Moriah Chandler	Henderson-Locker
*8	Alex Jankowski	\$215,010	94		Jonathan Rindt	Simon Arias
*9	Abraham Mogilevsky	\$203,628		76.3	Tami Chaimov	Jamison Weatherspoon
*10	Noor Musleh	\$203,490		90.5	Matthew Conrad	S-S-Parks-Salvaggi
11	Nathan Labranche	\$187,746	99		Mark Dushaj	AO
12	Mathew Kahwaji	\$181,128		89.3	Eno Iftiu	AO
13	Braydon Cameron	\$160,147		81.0	Ryan Shazier	Simon Arias
14	Evan Pinkerton	\$159,929	93		Ryan Shazier	Simon Arias
15	Kaelan Muscara	\$156,231	80		Darrell Asbell	AO
16	Hala Herballi	\$150,948	97		Veronica Coval	Laura Fisher
17	Ahmad Aqel	\$149,922		74.5	Ervin Metaj	Dustin Venekamp
18	Daoud Naser	\$148,495		79.5	Matthew Conrad	S-S-Parks-Salvaggi
19	Sasha Oakes	\$146,051	96		John Vacca	Tommy Vena
20	Connor Cook	\$137,497	97		Kevin Gillum	AO
21	Michael Maloney	\$132,076		79.9	Michael Maloney	Simon Arias
22	Damaris Trejo	\$130,890		84.1	Zach Otto	Sabrina Lloyd
23	Jake Kim	\$128,616		82.8	Zackarea Hakim	AO
24	Colby Fox	\$124,697	94		Moriah Chandler	Henderson-Locker
25	Rosa Colmenares Borrego	\$122,185	99		Noris Dominguez Ramirez	Jesus Romero
26	Michael Lewo	\$116,363	88		Moriah Chandler	Henderson-Locker
27	Shane Havel	\$114,414	95		Jillian Getz	AO
28	Daniel Rock	\$114,411	91		David Carpenter	Dustin Venekamp
29	Dalton Cassavoy	\$111,696		92.2	Mark Dushaj	AO
30	Damian Woods	\$110,795	97		Eno Iftiu	AO
31	Gage Harrington	\$110,449		91.4	Mark Neilson	AO
32	Patrice Charles	\$110,431	97		John Catalano	Simon Arias
33	Andi Iftiu	\$109,726		88.5	Eno Iftiu	AO
34	Robert Burns	\$107,220		76.0	Daniel Prinzo	S-S-Parks-Salvaggi
35	Michael Valent	\$106,989		75.9	Evan Stewart	Simon Arias
36	Kevin Beaver	\$106,054		84.1	Mike Paragiou	S-S-Parks-Salvaggi
37	Emily Rogers	\$105,858		92.9	Eno Iftiu	AO
38	Javier Diaz	\$104,580	97		Moriah Chandler	Henderson-Locker
39	Erald Tomorri	\$104,020		81.7	Arif Hajro	AO
40	Bradley Blumenshine	\$103,244		75.1	Arturo Romero	S-S-Parks-Salvaggi
41	Samuel Morrison	\$102,861	97		Michael Botond	AO
42	Panaris Bregu	\$102,738		90.6	Eno Iftiu	AO
43	Rachael Frankino	\$102,158	85		Mark Reilly	AO
44	Michael Gamboa	\$101,228	94		Eno Iftiu	AO
45	Mario Borino	\$100,445		81.2	Jonathan Rindt	Simon Arias
46	Christopher Rives	\$100,341		87.6	Anthony Mazurkewicz	Giddens-Giddens
47	Jordan Brown	\$98,941	81		Moriah Chandler	Henderson-Locker
48	Shiva Latify	\$98,485	92		Ashley Rust	AO
49	Donald Lewis	\$97,965		80.4	Duane Shaw	Sabrina Lloyd
50	Raheem Nubani	\$97,894	95		Daniel Prinzo	S-S-Parks-Salvaggi

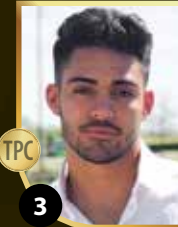
# VETERAN PRODUCERS



**1** SALAUR KHORRAMI  
KIRKLAND, WA



**2** JOSHUA DISHONG  
COLUMBUS, OH



**3** ARTURO ROMERO  
ST LOUIS, MO



**4** DINA BOGHDADY  
STITTSVILLE, OH



**5** DANIEL PARAVISINI  
GRANDVIEW, MO



**6** GIOVANNI VACCA  
DES PLAINES, IL



**7** ASHLEY MYSZA  
DES PLAINES, IL



**8** TODD KRUPA  
STEILACOOM, WA



**9** CARMEN ARROYO  
LONG ISLAND CITY, NY



**10** KRISTI BASHO  
RANCHO SANTA MARGARITA, CA



**11** NIKOLLA LULGJURAJ  
ROCHESTER, MI



**12** DILLON ZARTMAN  
COLUMBUS, OH



**13** JIHAD OTTALLAH  
BRUNSWICK, OH



**14** ERVIN METAJ  
PHOENIX, AZ



**15** ROGER FUNG  
TRACY, CA



**16** DAMON STROUP  
TRACY, CA



**17** IAN PICKETT  
VANCOUVER, BC



**18** ROMAL OMID  
TRACY, CA



**19** JESSE FULLMER  
WEST JORDAN, UT



**20** ALAN SEDAGHAT  
BURNABY, BC

## JULY

Rank	Net ALP	NTG	RET	MGA	SGA
1	Salaur Khorrami	\$114,000	90.9	Zackarea Hakim	AO
2	Joshua Dishong	\$104,590	85.3	Joshua Dishong	S-S-Bendure-Hartwig
3	Arturo Romero	\$103,074	83.1	Arturo Romero	S-S-Parks-Salvaggi
4	Dina Boghdady	\$99,306	80.8	Luay Ghawi	AO
5	Daniel Paravisini	\$87,259	92.4	Daniel Li	AO
6	Giovanni Vacca	\$86,240	75.5	Giovanni Vacca	Tommy Vena
7	Ashley Mysza	\$82,275	80.1	Vincent Massari	Tommy Vena
8	Todd Krupa	\$81,989	93.7	Jessica Chang	AO
9	Carmen Arroyo	\$80,401	84.5	Carmen Arroyo	Theodore Pappas
10	Kristi Basho	\$77,340	89.7	Arif Hajro	AO
11	Nikolla Lulgjuraj	\$65,851	89.0	Mark Dushaj	AO
12	Dillon Zartman	\$65,747	85.5	Nicholas Chuma	S-S-Bendure-Hartwig
13	Jihad Ottallah	\$64,773	86.7	Matthew Conrad	S-S-Parks-Salvaggi
14	Ervin Metaj	\$64,503	77.3	Ervin Metaj	Dustin Venekamp
15	Roger Fung	\$60,642	84.4	Roger Fung	Mathew Hart
16	Damon Stroup	\$56,632	89.7	Caren Deanda	Mathew Hart
17	Ian Pickett	\$56,171	79.7	Bobby Gujral	AO
18	Romal Omid	\$54,438	84.2	Romal Omid	Mathew Hart
19	Jesse Fullmer	\$52,849	91.5		AO
20	Alan Sedaghat	\$52,389	86.6		AO
21	Lindsey Gilbert	\$52,195	94.1	Mark Neilson	AO
22	Elvis Tinaj	\$52,059	81.5	Mark Dushaj	AO
23	Gunnar Jorstad	\$51,552	78.1	Joshua Olin	AO
24	Brandon Neal	\$50,494	89.2	Mark Dushaj	AO
25	Michael McKiernan	\$48,147	77.7	Michael McKiernan	Dustin Venekamp
26	Oleg Novitchii	\$47,287	80.4	Eric Thompson	S-S-Parks-Salvaggi
27	Michael Giachetti	\$46,596	77.2	Michael Giachetti	S-S-Parks-Salvaggi
28	Edward Leon	\$46,492	90.3		AO
29	Razan Zarba	\$45,906	87.5	Romal Omid	Mathew Hart
30	Zachery Kertulis	\$45,528	77.1	Zachery Kertulis	S-S-Parks-Salvaggi
31	Joshua Elkins	\$45,518	87.6	Travis Picklesimer	S-S-Bendure-Hartwig
32	Aref Sayegh	\$42,550	89.4		Satti-Kanaan
33	Tyler McKnight	\$42,060	84.7	Mark Neilson	AO
34	Josh Spence	\$41,875	75.2		AO
35	Lambert McElrath	\$41,338	84.1	Brent Bowling	S-S-Parks-Salvaggi
36	Triston Miller	\$40,787	91.0	Daniel Prinzo	S-S-Parks-Salvaggi
37	Alessandro Succuro	\$39,441	87.9	Mark Dushaj	AO
38	Michael Scarborough	\$38,374	85.2	Zachery McHattie	Simon Arias
39	Ardian Gojcay	\$37,906	77.0	Mark Dushaj	AO
40	Vanessa Forouzan	\$37,732	88.9	Bobby Gujral	AO
41	Emily Klich	\$37,723	86.1	Brandon Hughes	Dustin Venekamp
42	Noella Coleman	\$37,305	87.0		AO
43	David Bilotti	\$37,198	92.7	David Bilotti	Corey Neff
44	Jadwiga Martins	\$37,028	83.8		AO
45	Michael Ellis	\$36,614	86.6	Paul Rumbuc	AO
46	Bruno Nuro	\$36,225	84.0	Taulant Bane	Dustin Venekamp
47	Jillian Getz	\$35,561	83.3		AO
48	Michael van Delft	\$35,378	86.6		Satti-Kanaan
49	Duni Olusegun	\$34,621	84.7	Duni Olusegun	Phillip Waisman
50	Ladan Rahbary	\$33,648	91.4	Bruce Viaje	AO

ALL TIME RECORD: \$205,781 Net ALP — JOE TOMANOVICH

## YTD

Rank	Net ALP	NTG	RET	MGA	SGA
*1	Joshua Dishong	\$710,774	85.3	Joshua Dishong	S-S-Bendure-Hartwig
*2	Oleg Novitchii	\$453,482	80.4	Eric Thompson	S-S-Parks-Salvaggi
*3	Duni Olusegun	\$442,809	84.7	Duni Olusegun	Phillip Waisman
*4	Carmen Arroyo	\$396,176	84.5	Carmen Arroyo	Theodore Pappas
*5	Roger Fung	\$333,921	84.4	Roger Fung	Mathew Hart
*6	Arturo Romero	\$330,589	83.1	Arturo Romero	S-S-Parks-Salvaggi
*7	Daniel Paravisini	\$312,780	92.4	Daniel Li	AO
*8	Dina Boghdady	\$304,055	80.8	Luay Ghawi	AO
*9	Todd Krupa	\$302,146	93.7	Jessica Chang	AO
*10	Nikolla Lulgjuraj	\$298,304	89.0	Mark Dushaj	AO
11	Kristi Basho	\$294,658	89.7	Arif Hajro	AO
12	Salaur Khorrami	\$290,083	90.9	Zackarea Hakim	AO
13	Damon Stroup	\$241,931	89.7	Caren Deanda	Mathew Hart
14	Michael van Delft	\$236,093	86.6		Satti-Kanaan
15	Dillon Zartman	\$234,037	85.5	Nicholas Chuma	S-S-Bendure-Hartwig
16	Nancy Djendji	\$230,355	94.6	Noris Dominguez Ramirez	Jesus Romero
17	Lily Sakai	\$224,012	94.8		Cohen-Velasquez
18	Trevor Bailey	\$217,758	92.5	Scott Wheeler	Satti-Kanaan
19	Ian Pickett	\$208,525	79.7	Bobby Gujral	AO
20	Aref Sayegh	\$208,204	89.4		Satti-Kanaan
21	Scott Whitford	\$205,599	81.7	Alberto Alcala	Ryan Bisanz
22	Edward Leon	\$198,464	90.3	Edward Leon	AO
23	Roger Fredericks	\$192,905	89.1	Adrienne Bragas	AO
24	Rebecca Amundson	\$190,351	85.1	Dustin Hess	Simon Arias
25	Joey Kennedy	\$190,142	79.2	Bobby Hamilton	AO
26	Jihad Ottallah	\$185,994	86.7	Matthew Conrad	S-S-Parks-Salvaggi
27	Tyler McKnight	\$183,397	84.7	Mark Neilson	AO
28	Joshua Elkins	\$179,864	87.6	Travis Picklesimer	S-S-Bendure-Hartwig
29	Ladan Rahbary	\$176,806	91.4	Bruce Viaje	AO
30	Carrington Hanna	\$176,466	87.0	Eno Iftiu	AO
31	Alessandro Succuro	\$176,125	87.9	Mark Dushaj	AO
32	Brandon Neal	\$175,706	89.2	Mark Dushaj	AO
33	Elvis Tinaj	\$173,526	81.5	Mark Dushaj	AO
34	Christina Salvatore	\$171,103	79.6	Arif Hajro	AO
35	Bryan Juskiw	\$167,313	88.7	Bryan Juskiw	S-S-Bendure-Hartwig
36	Muhammed Ashraf	\$167,189	86.9	Muhammed Ashraf	Theodore Pappas
37	Max Quasem	\$166,655	92.4		Cohen-Velasquez
38	Alexandra Longo	\$160,362	95.1	Alexandra Longo	Hart-Lewicki
39	Samuel Marzula	\$157,978	93.5	Joseph Crivelli	Simon Arias
40	Emily Klich	\$157,670	86.1	Brandon Hughes	Dustin Venekamp
41	Irma Gallardo	\$157,023	85.8	Steven Warner	AO
42	Alex Miller	\$156,480	74.7		Cohen-Velasquez
43	Razan Zarba	\$153,550	87.5	Romal Omid	Mathew Hart
44	Aaron Ebel	\$151,044	80.4	Arif Hajro	AO
45	Christian Gojcay	\$150,762	90.4	Mark Dushaj	AO
46	Derrick Mason	\$150,236	79.2	Derrick Mason	Chad Deley
47	Klaudio Martinaj	\$150,079	84.8	Eno Iftiu	AO
48	Michael Giachetti	\$147,576	77.2	Michael Giachetti	S-S-Parks-Salvaggi
49	Matthew Zang	\$145,451	76.4	Ryan Stenglein	AO
50	Jillian Getz	\$145,417	83.3	Jillian Getz	AO

ALL TIME RECORD: \$911,722 Net ALP — DANIEL PARAVISINI

LIFETIME RECORD: \$4,406,460 Net ALP — JOSHUA DISHONG 06/30/22

# SUPERVISING AGENTS



**1**  
**MARK LOTITO**  
HOUSTON, TX



**2**  
**SCOTT URBANOWICZ**  
ALTAMONTE SPRINGS, FL



**3**  
**ALEX JANKOWSKI**  
WEXFORD, PA



**4**  
**PARVEEN LAKHANI**  
SCHAUMBURG, IL



**5**  
**DE'CARLEON TOWNSEND**  
BRUNSWICK, OH



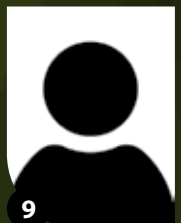
**6**  
**EVAN PINKERTON**  
WEXFORD, PA



**7**  
**SILAS MERKEL**  
BRUNSWICK, OH



**8**  
**SHANTASIA MCCAIN**  
NORTH CHESTERFIELD, VA



**9**  
**TYLER LAN**  
LAKEWOOD, CA



**10**  
**ARDIAN GOJCAJ**  
WASHINGTON TWP, MI

## JULY

Rank		1st 6 Mo Agt	Net ALP	NTG	RET	MGA	SGA
1	Mark Lotito	\$265,387	\$266,521	100		Rafael Medina	Jesus Romero
2	Scott Urbanowicz	\$111,869	\$131,660	95		Moriah Chandler	Henderson-Locker
3	Alex Jankowski	\$48,597	\$120,841	93		Jonathan Rindt	Simon Arias
4	Parveen Lakhani	\$48,018	\$66,079	98		Aaron Piotrowski	Sabrina Lloyd
5	De'Carleon Townsend	\$35,083	\$56,114		76.6	London Burnett	S-S-Parks-Salvaggi
6	Evan Pinkerton	\$32,485	\$96,921	94		Ryan Shazier	Simon Arias
7	Silas Merkel	\$30,882	\$37,314		84.4	Derek Foore	S-S-Parks-Salvaggi
8	Shantasia McCain	\$29,915	\$25,125	84		Chalisa Holmes	Andre McCallum
9	Tyler Lan	\$26,387	\$26,387	100		Ashlynn Orng	AO
10	Ardian Gojcaj	\$25,689	\$52,820	98		Mark Dushaj	AO
11	Daoud Naser	\$24,334	\$95,519	93		Matthew Conrad	S-S-Parks-Salvaggi
12	Kyle Baggett	\$24,260	\$31,949	99		Tyler Boulden	Josh West
13	Connor Fox	\$24,026	\$32,274	95		Matthew Hunsberger	Tommy Vena
14	James Hodges	\$23,936	\$32,979	95		Edward Leon	AO
15	Daniel Nava	\$21,760	\$28,088	97			Fort Worth Latino Division
16	Nicholas Geyer	\$20,840	\$29,278	98		Mark Bernsdorff	Simon Arias
17	Randy Tucker	\$20,739	\$50,024	96		Eno Iftiu	AO
18	Jessica Yates	\$20,722	\$38,994	99		Phi Phan	Desi Dimitrova
19	Dulce Paz	\$20,568	\$50,242		79.7	Katie Stahulak	Sabrina Lloyd
20	Jason Ibarra	\$20,108	\$20,108	97		Sergio Carta	Beto Quintero

ALL TIME RECORDS: \$192,431 1st 6 Mo Agt — MORGAN EVANS | \$195,384 Net ALP — LINO STRUSSIONE

## YTD

Rank		1st 6 Mo Agt	Net ALP	NTG	RET	MGA	SGA
*1	Scott Urbanowicz	\$343,727	\$531,152	95		Moriah Chandler	Henderson-Locker
*2	Mark Lotito	\$336,938	\$362,688	100		Rafael Medina	Jesus Romero
*3	Dalton Cassavoy	\$240,141	\$397,325	98		Mark Dushaj	AO
*4	Damaris Trejo	\$232,784	\$434,271	94		Zach Otto	Sabrina Lloyd
*5	Randy Tucker	\$197,699	\$389,840	96		Eno Iftiu	AO
6	Chayson Williams	\$168,822	\$186,320		100.0	Darrell Asbell	AO
7	Alex Jankowski	\$164,061	\$426,437	93		Jonathan Rindt	Simon Arias
8	Daoud Naser	\$140,088	\$369,339	93		Matthew Conrad	S-S-Parks-Salvaggi
9	Mariana Morales	\$129,518	\$213,727	97		Zach Otto	Sabrina Lloyd
10	Parveen Lakhani	\$125,292	\$176,933	98		Aaron Piotrowski	Sabrina Lloyd
11	Adrian Perez Gonzalez	\$123,532	\$126,585	91		Dairon Arbona Fonseca	Adel Al Choufi Naim
12	Christopher Montoni	\$122,499	\$209,318		79.0	Ian Zollos	S-S-Parks-Salvaggi
13	Dulce Paz	\$118,939	\$214,815		79.7	Katie Stahulak	Sabrina Lloyd
14	Robert Burns	\$106,805	\$289,033	93		Daniel Prinzo	S-S-Parks-Salvaggi
15	Ryan Schreiber	\$100,113	\$162,797	92		William Thomas	S-S-Parks-Salvaggi
16	Jakob Terry	\$98,916	\$151,643	93		Spencer Kozej	Simon Arias
17	Melissa Grieb	\$97,339	\$195,678	93		Eno Iftiu	AO
18	De'Carleon Townsend	\$92,419	\$184,222		76.6	London Burnett	S-S-Parks-Salvaggi
19	Michele Stewart	\$90,595	\$154,578		89.0	Eno Iftiu	AO
20	Silas Merkel	\$89,316	\$184,102		84.4	Derek Foore	S-S-Parks-Salvaggi

ALL TIME RECORDS: \$1,001,807 1st 6 Mo Agt — MORIAH CHANDLER | \$1,476,253 Net ALP — MORIAH CHANDLER

# GENERAL AGENTS



**1**  
**ILDEMARO RUIZ**  
HOUSTON, TX



**2**  
**ZAKIYA JONES**  
NORTH CHESTERFIELD, VA



**3**  
**SEAN TAYLOR**  
ALTAMONTE SPRINGS, FL



**4**  
**ELIO MERTIRI**  
PHILADELPHIA, PA



**5**  
**MIGUEL DIEGO**  
SCHAUMBURG, IL



**6**  
**MARIO BORINO**  
WEXFORD, PA



**7**  
**DMITRY PENDRO**  
WEXFORD, PA



**8**  
**JOZEF TINAJ**  
UTICA, MI



**9**  
**BRAYDON CAMERON**  
WEXFORD, PA



**10**  
**CORY MONCOL**  
BRUNSWICK, OH

## JULY

Rank		1st 6 Mo Agt	Net ALP	NTG	RET	MGA	SGA
1	Ildemaro Ruiz	\$263,553	\$261,672	100		Rafael Medina	Jesus Romero
2	Zakiya Jones	\$125,899	\$134,413	93		Morgan Tranquist	Andre McCallum
3	Sean Taylor	\$111,800	\$150,369		81.2	Moriah Chandler	Henderson-Locker
4	Elio Mertiri	\$89,176	\$97,081	97		Arif Hajro	AO
5	Miguel Diego Esquivel	\$77,479	\$106,677		80.7	Aaron Piotrowski	Sabrina Lloyd
6	Mario Borino	\$62,727	\$153,879	92		Jonathan Rindt	Simon Arias
7	Dmitry Pendro	\$57,131	\$129,650	95		Joseph Crivelli	Simon Arias
8	Jozef Tinaj	\$56,371	\$291,151		87.5	Mark Dushaj	AO
9	Braydon Cameron	\$53,970	\$172,690	93		Ryan Shazier	Simon Arias
10	Cory Moncol	\$53,254	\$88,615	92		William Thomas	S-S-Parks-Salvaggi
11	Michael Lewo	\$48,990	\$54,164	94		Moriah Chandler	Henderson-Locker
12	Danny Sour	\$48,205	\$199,287		79.5	Zach Otto	Sabrina Lloyd
13	Christian Gojcaj	\$47,090	\$155,833		78.1	Mark Dushaj	AO
14	Sierra Hartwig	\$45,919	\$50,982		95.7	Beau Minnick	S-S-Bendure-Hartwig
15	Abraham El Refaei	\$45,438	\$46,247		89.1	Phi Phan	Desi Dimitrova
16	Michael Geyer	\$45,103	\$116,163		84.4	Mark Bernsdorff	Simon Arias
17	Tanner West	\$44,506	\$80,433		87.6	Clayton Slaughter	Michael Vasu
18	Asante Jackson	\$39,669	\$72,668	93		London Burnett	S-S-Parks-Salvaggi
19	Samantha Garcia	\$36,961	\$53,949	97		Matthew Kerfoot	AO
20	Joshua McTier	\$36,248	\$48,136		76.9	Matthew Turnquist	Richard Correa

ALL TIME RECORDS: \$393,567 1st 6 Mo Agt — MEGAN JOHNSON | \$437,263 Net ALP — MEGAN JOHNSON

## YTD

Rank		1st 6 Mo Agt	Net ALP	NTG	RET	MGA	SGA
*1	Sean Taylor	\$776,384	\$1,009,147		81.2	Moriah Chandler	Henderson-Locker
*2	Jozef Tinaj	\$511,024	\$1,432,665		87.5	Mark Dushaj	AO
*3	Danny Sour	\$443,262	\$893,021		79.5	Zach Otto	Sabrina Lloyd
*4	Ildemaro Ruiz	\$422,682	\$490,790	100		Rafael Medina	Jesus Romero
*5	Dmitry Pendro	\$328,943	\$510,602	95		Joseph Crivelli	Simon Arias
6	Bryce Engstrom	\$285,290	\$441,032		88.1	Brandon Minor	AO
7	Mario Borino	\$277,286	\$557,319	92		Jonathan Rindt	Simon Arias
8	Carrington Hanna	\$253,159	\$758,218		88.5	Eno Iftiu	AO
9	Elio Mertiri	\$251,393	\$310,569	97		Arif Hajro	AO
10	Zakiya Jones	\$248,833	\$361,857	93		Morgan Tranquist	Andre McCallum
11	Rodney Williams	\$231,240	\$342,441		82.9	Darrell Asbell	AO
12	David Ferriolo	\$213,357	\$297,784		81.4	John Catalano	Simon Arias
13	Braydon Cameron	\$211,132	\$489,404	93		Ryan Shazier	Simon Arias
14	Mathew Kahwaji	\$210,173	\$654,388		88.9	Eno Iftiu	AO
15	Zachary Hager	\$208,973	\$495,643	93		Ian Zollos	S-S-Parks-Salvaggi
16	Miguel Diego Esquivel	\$208,688	\$367,861		80.7	Aaron Piotrowski	Sabrina Lloyd
17	Connor O'Donnell	\$201,306	\$619,456		80.4	Arturo Romero	S-S-Parks-Salvaggi
18	Tyler Tasa	\$191,038	\$342,370	98		Alec Seibold	Josh West
19	Noah Vongunden	\$186,671	\$375,218	93		Spencer Kozej	Simon Arias
20	Jihad Ottallah	\$181,602	\$747,588	93		Matthew Conrad	S-S-Parks-Salvaggi

ALL TIME RECORDS: \$2,035,593 1st 6 Mo Agt — MEGAN JOHNSON | \$2,259,927 Net ALP — MEGAN JOHNSON

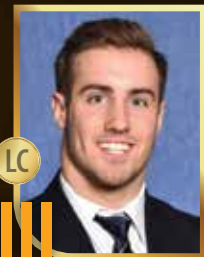
## CATEGORIES I-XII



**MARK NEILSON**  
SAN JOSE, CA



**ARIF HAJRO**  
CORONA, CA



**MARK BERNSDORFF**  
WEXFORD, PA



**DANIEL PRINZO**  
BRUNSWICK, OH



**BRODY MAUGHAN-EVANSON**  
WEXFORD, PA



**NICHOLAS CHUMA**  
COLUMBUS, OH



**JESSICA CHANG**  
STEILACOOM, WA



**BOBBY HAMILTON**  
NOLENSVILLE, TN



**GIOVANNI VACCA**  
DES PLAINES, IL



**LONDON BURNETT**  
BRUNSWICK, OH



**CONOR MARKINS**  
WEXFORD, PA



**JONATHAN RINDT**  
WEXFORD, PA

LC = 2022 MGA/RGA Leadership Council Member

Spotlight recognizes the top three Master General Agents in Categories I-XX with minimum 10% growth and the top ten Rookies with minimum 100% Performance Factor. Positive growth will be shown if a category has no qualifier. Figures reflect hierarchy transfer adjustments. The MGAs that will be recognized at the 2022 Awards Presentation are the top MGA per category from Categories I-XX based on Net ALP Growth (minimum 10%). Must have full year comparison benchmark objective to qualify. The YTD Spotlight number may not necessarily reflect that computation. Minimum quality standards apply for recognition.

## JULY

Category	Growth	Net ALP	Benchmark	NTG	RET	SGA
<b>I Mark Neilson</b>	<b>133.8%</b>	<b>\$405,105</b>	<b>\$173,294</b>	<b>79.1</b>	<b>AO</b>	
Eno Iftiu	52.6%	\$282,117	\$184,818	87.1	AO	
Zach Otto	25.6%	\$288,100	\$229,397	83.6	Sabrina Lloyd	
<b>II Arif Hajro</b>	<b>235.9%</b>	<b>\$411,650</b>	<b>\$122,542</b>	<b>85.2</b>	<b>AO</b>	
Matthew Conrad	185.8%	\$399,660	\$139,858	86.1	S-S-Parks-Salvaggi	
Bobby Gujral	176.0%	\$301,606	\$109,290	82.9	AO	
<b>III Mark Bernsdorff</b>	<b>228.3%</b>	<b>\$383,883</b>	<b>\$116,924</b>	<b>80.0</b>	<b>Simon Arias</b>	
Jenny Kim	119.3%	\$273,256	\$124,607	84.2	AO	
Steven King	51.8%	\$99,387	\$65,489	86.7	Darcy Schrieber	
<b>IV Daniel Prinzo</b>	<b>157.4%</b>	<b>\$231,075</b>	<b>\$89,763</b>	<b>83.9</b>	<b>S-S-Parks-Salvaggi</b>	
David Carpenter	153.4%	\$146,167	\$57,684	78.4	Dustin Venekamp	
James Sodan	46.7%	\$108,659	\$74,087	78.4	Nick Moore	
<b>V Brody Maughan-Evanson</b>	<b>277.1%</b>	<b>\$377,073</b>	<b>\$100,002</b>	<b>82.5</b>	<b>Simon Arias</b>	
Zachery Kertulis	179.2%	\$172,254	\$61,685	78.1	S-S-Parks-Salvaggi	
Michael McKiernan	74.7%	\$115,897	\$66,342	83.1	Dustin Venekamp	
<b>VI Nicholas Chuma</b>	<b>226.8%</b>	<b>\$240,560</b>	<b>\$73,616</b>	<b>81.7</b>	<b>S-S-Bendure-Hartwig</b>	
Luay Ghawi	158.4%	\$134,588	\$52,094	80.6	AO	
Dustin Dunbar	130.2%	\$114,895	\$49,909	88.2	Dustin Venekamp	
<b>VII Jessica Chang</b>	<b>368.9%</b>	<b>\$161,682</b>	<b>\$34,478</b>	<b>83.4</b>	<b>AO</b>	
Michael Giachetti	274.9%	\$146,030	\$38,953	77.6	S-S-Parks-Salvaggi	
Carlo Buhay	161.4%	\$101,557	\$38,851	80.8	AO	
<b>VIII Bobby Hamilton</b>	<b>144.8%</b>	<b>\$78,964</b>	<b>\$32,250</b>	<b>80.0</b>	<b>AO</b>	
Phi Phan	79.9%	\$103,639	\$57,622	84.4	Desi Dimitrova	
Rielly Maher	66.1%	\$76,876	\$46,275	78.5	AO	
<b>IX Giovanni Vacca</b>	<b>506.2%</b>	<b>\$218,456</b>	<b>\$36,037</b>	<b>78.8</b>	<b>Tommy Vena</b>	
Jesse Doherty	127.0%	\$83,597	\$36,831	74.2	AO	
Sean Shephard	91.2%	\$70,587	\$36,926	83.6	S-S-Parks-Salvaggi	
<b>X London Burnett</b>	<b>147.9%</b>	<b>\$100,321</b>	<b>\$40,476</b>	<b>76.9</b>	<b>S-S-Parks-Salvaggi</b>	
Matthew Diulus	136.1%	\$113,489	\$48,063	75.9	Simon Arias	
Tomarus Burks	119.2%	\$81,295	\$37,090	75.2	Tom Williams	
<b>XI Conor Markins</b>	<b>376.7%</b>	<b>\$163,654</b>	<b>\$34,328</b>	<b>83.1</b>	<b>Simon Arias</b>	
Eric Snyder	165.6%	\$100,124	\$37,693	78.4	Simon Arias	
Veronica Coval	106.4%	\$92,797	\$44,956	85.0	Laura Fisher	
<b>XII Jonathan Rindt</b>	<b>498.4%</b>	<b>\$283,483</b>	<b>\$47,372</b>	<b>85.6</b>	<b>Simon Arias</b>	
Alon Barnur	413.0%	\$165,443	\$32,250	87.0	AO	
Evan Stewart	167.3%	\$112,628	\$42,134	81.3	Simon Arias	

ALL TIME RECORD: \$740,339 Net ALP — ENO IFTIU

## YTD

Category	Growth	Net ALP	Benchmark	NTG	RET	SGA
<b>I Eno Iftiu</b>	<b>62.8%</b>	<b>\$2,508,086</b>	<b>\$1,540,835</b>	<b>87.1</b>	<b>AO</b>	
Mark Neilson	28.6%	\$1,482,942	\$1,153,392	79.1	AO	
<b>II Arif Hajro</b>	<b>108.4%</b>	<b>\$2,148,513</b>	<b>\$1,031,136</b>	<b>85.2</b>	<b>AO</b>	
Matthew Conrad	52.7%	\$1,338,856	\$876,902	86.1	S-S-Parks-Salvaggi	
Bobby Gujral	38.3%	\$1,282,062	\$926,771	82.9	AO	
<b>III Mark Bernsdorff</b>	<b>81.2%</b>	<b>\$1,236,346</b>	<b>\$682,180</b>	<b>80.0</b>	<b>Simon Arias</b>	
Jenny Kim	37.4%	\$1,016,424	\$740,020	84.2	AO	
Bruce Viaje	12.0%	\$813,491	\$726,588	81.5	AO	
<b>IV Daniel Prinzo</b>	<b>40.7%</b>	<b>\$863,654</b>	<b>\$613,982</b>	<b>83.9</b>	<b>S-S-Parks-Salvaggi</b>	
Paul Samra	26.3%	\$708,859	\$561,157	85.0	Andrew McQuade	
Meaghan Krecsko	13.5%	\$598,748	\$527,470	85.6	AO	
<b>V Brody Maughan-Evanson</b>	<b>205.4%</b>	<b>\$1,524,240</b>	<b>\$499,043</b>	<b>82.5</b>	<b>Simon Arias</b>	
Joshua Dishong	62.7%	\$776,962	\$477,675	85.6	S-S-Bendure-Hartwig	
Zachery Kertulis	38.5%	\$633,442	\$457,344	78.1	S-S-Parks-Salvaggi	
<b>VI Nicholas Chuma</b>	<b>99.0%</b>	<b>\$874,721</b>	<b>\$439,449</b>	<b>81.7</b>	<b>S-S-Bendure-Hartwig</b>	
Brandon Minor	40.2%	\$610,931	\$435,695	87.7	AO	
Jean M Joseph	26.3%	\$571,757	\$452,704	74.1	Tom Williams	
<b>VII Jessica Chang</b>	<b>69.8%</b>	<b>\$639,269</b>	<b>\$376,420</b>	<b>83.4</b>	<b>AO</b>	
Stuart Pagan	50.0%	\$593,184	\$395,495	85.1	Mathew Hart	
Ashley Rust	27.1%	\$432,663	\$340,492	87.6	AO	
<b>VIII Phi Phan</b>	<b>83.7%</b>	<b>\$648,821</b>	<b>\$353,216</b>	<b>84.4</b>	<b>Desi Dimitrova</b>	
Bobby Hamilton	42.4%	\$502,163	\$352,613	80.0	AO	
Joshua Goodman	16.2%	\$396,654	\$341,247	77.6	Richard Correa	
<b>IX Giovanni Vacca</b>	<b>80.7%</b>	<b>\$569,917</b>	<b>\$315,380</b>	<b>78.8</b>	<b>Tommy Vena</b>	
Jesse Doherty	41.4%	\$437,277	\$309,181	74.2	AO	
Kimberly Hamilton	41.0%	\$444,931	\$315,639	82.7	Brett Gryska	
<b>X Alec Seibold</b>	<b>110.2%</b>	<b>\$474,421</b>	<b>\$225,750</b>	<b>87.6</b>	<b>Josh West</b>	
Tomarus Burks	77.8%	\$506,323	\$284,793	75.2	Tom Williams	
Matthew Diulus	55.2%	\$444,036	\$286,149	75.9	Simon Arias	
<b>XI Conor Markins</b>	<b>113.3%</b>	<b>\$541,396</b>	<b>\$253,867</b>	<b>83.1</b>	<b>Simon Arias</b>	
Veronica Coval	78.8%	\$463,183	\$259,068	85.0	Laura Fisher	
Michael Botond	44.5%	\$401,161	\$277,629	82.8	AO	
<b>XII Jonathan Rindt</b>	<b>345.4%</b>	<b>\$1,060,597</b>	<b>\$238,123</b>	<b>85.6</b>	<b>Simon Arias</b>	
Alon Barnur	156.5%	\$599,397	\$233,696	87.0	AO	
Justin Hermann	92.9%	\$453,600	\$235,152	78.2	Dustin Venekamp	

ALL TIME RECORD: \$4,005,969 Net ALP — MARC SALVAGGI

## CATEGORIES XIII-XX & ROOKIE



**XIII**  
**NAKITA FORTIN**  
METAIRIE, LA



**XIV**  
**CHRISTOPHER MCGLYNN**  
ST LOUIS, MO



**XV**  
**EVAN DONOGHUE**  
LAS VEGAS, NV



**XVI**  
**ZACHARY POKER**  
WEXFORD, PA



**Rookie**  
**MORIAH CHANDLER**  
ALTAMONTE SPRINGS, FL

### JULY

Category	Growth	Net ALP	Benchmark	NTG	RET	SGA
<b>XIII</b> <b>Nakita Fortin</b>	93.7%	\$62,457	\$32,250	83.0	Denis-Michael Catalano	
Mark Auvil	56.8%	\$56,144	\$35,813	75.3	Simon Arias	
Nicki Griffiths	56.4%	\$50,445	\$32,250	85.1	AO	
<b>XIV</b> <b>Christopher McGlynn</b>	91.3%	\$61,701	\$32,250	81.8	S-S-Parks-Salvaggi	
Cody Gardner	74.7%	\$56,329	\$32,250	81.3	Albert Serur	
Jeffrey A Smith	43.9%	\$46,407	\$32,250	76.1	Simon Arias	
<b>XV</b> <b>Evan Donoghue</b>	140.2%	\$77,473	\$32,250	77.5	Corey Neff	
John Catalano	112.1%	\$68,411	\$32,250	76.4	Simon Arias	
Alexandra Longo	48.5%	\$50,740	\$34,177	94.8	Hart-Lewicki	
<b>XVI</b> <b>Zachary Poker</b>	32.9%	\$42,867	\$32,250	78.6	Simon Arias	
Joshua Bacchus	29.9%	\$41,904	\$32,250	76.1	AO	
Mayra Robles	28.9%	\$41,562	\$32,250	80.5	Michael Vasu	

ALL TIME RECORD: \$740,339 Net ALP — ENO IFTIU

### YTD

Category	Growth	Net ALP	Benchmark	NTG	RET	SGA
<b>XIII</b> <b>Nakita Fortin</b>	70.7%	\$385,265	\$225,750	83.0	Denis-Michael Catalano	
Adrienne Bragas	45.9%	\$329,423	\$225,750	87.1	AO	
Gary Slocum	42.3%	\$321,138	\$225,750	79.7	Desi Dimitrova	
<b>XIV</b> <b>Cody Gardner</b>	62.4%	\$366,582	\$225,750	81.3	Albert Serur	
Magda Figueiredo	26.7%	\$286,090	\$225,750	83.0	Giglione-Ackerman	
Hasan Ghazal	21.9%	\$275,213	\$225,750	86.0	Satti-Kanaan	
<b>XV</b> <b>John Catalano</b>	46.7%	\$331,231	\$225,750	76.4	Simon Arias	
Alexandra Longo	36.4%	\$308,009	\$225,750	94.8	Hart-Lewicki	
<b>XIX</b> <b>Francesca Veltri</b>	13.2%	\$255,447	\$225,750	81.0	Giglione-Ackerman	

ALL TIME RECORD: \$4,005,969 Net ALP — MARC SALVAGGI

### JULY ROOKIES

Category	PF	F6 Mo	F6 Mo Obj	Net ALP	NTG	RET	SGA
<b>Rookie</b> <b>Moriah Chandler</b>	464.4%	\$149,783	\$32,250	174,350	81.5	Henderson-Locker	
Mark Dushaj	450.4%	\$145,256	\$32,250	671,652	86.2	AO	
Taulant Bane	209.8%	\$67,655	\$32,250	499,509	75.1	Dustin Venekamp	
Spencer Kozej	207.0%	\$66,752	\$32,250	237,980	80.7	Simon Arias	
Joseph Crivelli	194.1%	\$62,592	\$32,250	182,386	94	Simon Arias	
Ashlynn Orng	187.6%	\$60,508	\$32,250	60,508	92	AO	
William Thomas	163.4%	\$52,712	\$32,250	85,331	85.6	S-S-Parks-Salvaggi	
Elvis Cartaya	145.1%	\$46,794	\$32,250	96,777	93	AO	
Noe Perez	141.4%	\$45,605	\$32,250	59,272	83.5	Saavedra-Longino	
Beau Minnick	138.5%	\$44,678	\$32,250	64,299	82.3	S-S-Bendure-Hartwig	

### YTD ROOKIES

Category	PF	F6 Mo	F6 Mo Obj	Net ALP	NTG	RET	SGA
<b>Rookie</b> <b>Moriah Chandler</b>	441.5%	\$996,649	\$225,750	1,415,600	81.5	Henderson-Locker	
Mark Dushaj	334.0%	\$753,920	\$225,750	2,868,391	86.2	AO	
Joseph Crivelli	255.1%	\$575,842	\$225,750	1,136,221	94	Simon Arias	
Edgar Velasquez Romero	206.4%	\$466,018	\$225,750	503,384	98	Plano Latino Division	
Spencer Kozej	149.1%	\$336,667	\$225,750	856,039	80.7	Simon Arias	
Maria Martinez	116.5%	\$262,955	\$225,750	392,362	79.6	Capozucca-H-W	
Elvis Cartaya	111.4%	\$251,560	\$225,750	411,051	93	AO	
Nafic Djendji Abdel Khalek	111.0%	\$250,683	\$225,750	917,288	76.9	Jesus Romero	
Luis Velasquez	106.4%	\$240,202	\$225,750	395,293	80.5	Jesus Romero	
Kevin Gillum	101.6%	\$229,275	\$225,750	418,335	88.3	AO	

CC = 2022 MGA/RGA Leadership Council Member

Spotlight recognizes the top three Master General Agents in Categories I-XX with minimum 10% growth and the top ten Rookies with minimum 100% Performance Factor. Positive growth will be shown if a category has no qualifier. Figures reflect hierarchy transfer adjustments. The MGAs that will be recognized at the 2022 Awards Presentation are the top MGA per category from Categories I-XX based on Net ALP Growth (minimum 10%). Must have full year comparison benchmark objective to qualify. The YTD Spotlight number may not necessarily reflect that computation. Minimum quality standards apply for recognition.



## CATEGORIES I-VIII



**MIKE PARAGIOU**  
ST LOUIS, MO



**BRODY MAUGHAN-EVANSON**  
WEXFORD, PA



**BRENT BOWLING**  
BRUNSWICK, OH



**MARK DUSHAJ**  
WASHINGTON, MI



**ARIF HAJRO**  
CORONA, CA



**DEREK FOORE**  
BRUNSWICK, OH



**JONATHAN RINDT**  
WEXFORD, PA



**DANIEL PRINZO**  
BRUNSWICK, OH

LC = 2022 MGA/RGA Leadership Council Member

Spotlight recognizes the top three Regional General Agents in Categories I-XVI with minimum 10% growth. Positive growth will be shown if a category has no qualifier. Figures reflect hierarchy transfer adjustments. The RGAs that will be recognized at the 2022 Awards Presentation are the top RGA per category from Categories I-XVI based on Net ALP Growth (minimum 10%). Must have full year comparison benchmark objective to qualify. The YTD Spotlight number may not necessarily reflect that computation. Minimum quality standards apply for recognition.

## JULY

Category	Growth	Net ALP	Benchmark	NTG	RET	SGA
<b>I Mike Paragiou</b>	212.7%	\$686,786	\$219,627	81.3	S-S-Parks-Salvaggi	
Mario Hajro	171.0%	\$1,454,472	\$536,715	86.5	AO	
Mark Neilson	113.1%	\$1,153,961	\$541,556	82.0	AO	
<b>II Brody Maughan-Evanson</b>	114.1%	\$558,254	\$260,708	82.4	Simon Arias	
Eric Thompson	77.0%	\$413,424	\$233,541	80.3	S-S-Parks-Salvaggi	
Taulant Bane	75.3%	\$507,674	\$289,542	75.1	Dustin Venekamp	
<b>III Brent Bowling</b>	140.9%	\$349,159	\$144,967	82.8	S-S-Parks-Salvaggi	
Matthew Conrad	131.3%	\$475,752	\$205,655	85.2	S-S-Parks-Salvaggi	
Eno Iftiu	72.3%	\$278,094	\$161,409	87.2	AO	
<b>IV Mark Dushaj</b>	202.0%	\$668,287	\$221,256	86.1	AO	
Clayton Slaughter	75.1%	\$334,416	\$191,031	79.1	Michael Vasu	
Andrew Bishop	73.8%	\$306,491	\$176,389	86.4	AO	
<b>V Arif Hajro</b>	253.8%	\$414,561	\$117,178	85.3	AO	
Gregory Rudolph	162.7%	\$473,739	\$180,336	79.3	Simon Arias	
Giovanni Vacca	155.8%	\$329,912	\$128,996	80.0	Tommy Vena	
<b>VI Derek Foore</b>	214.2%	\$282,470	\$89,904	79.9	S-S-Parks-Salvaggi	
Mark Bernsdorff	181.3%	\$427,729	\$152,054	80.1	Simon Arias	
Chase Miller	152.3%	\$371,762	\$147,322	80.4	S-S-Bendure-Hartwig	
<b>VII Jonathan Rindt</b>	528.1%	\$268,739	\$42,784	85.6	Simon Arias	
Jessica Chang	263.9%	\$363,802	\$99,985	84.1	AO	
Melinda-Rae Lyse	221.2%	\$213,482	\$66,462	83.6	AO	
<b>VIII Daniel Prinzo</b>	253.2%	\$278,040	\$78,712	83.9	S-S-Parks-Salvaggi	
David Wang	132.2%	\$183,665	\$79,114	85.0	Arias-Dlabik	
Daryl Graham	111.2%	\$158,482	\$75,023	79.1	S-S-Parks-Salvaggi	

ALL TIME RECORD: \$2,307,263 Net ALP — MARIO HAJRO

## YTD

Category	Growth	Net ALP	Benchmark	NTG	RET	SGA
<b>I Mario Hajro</b>	78.3%	\$8,039,920	\$4,509,646	86.5	AO	
Mark Neilson	20.7%	\$5,035,411	\$4,171,974	82.0	AO	
Bobby Gujral	12.5%	\$3,406,173	\$3,027,894	82.4	AO	
<b>II Brody Maughan-Evanson</b>	28.9%	\$2,205,671	\$1,710,957	82.4	Simon Arias	
Matthew Diulus	28.1%	\$2,322,274	\$1,813,065	79.3	Simon Arias	
Eric Thompson	22.2%	\$2,301,329	\$1,883,228	80.3	S-S-Parks-Salvaggi	
<b>III Eno Iftiu</b>	63.0%	\$2,508,484	\$1,538,944	87.2	AO	
Scott Wheeler	13.5%	\$1,590,371	\$1,401,448	84.5	Satti-Kanaan	
Matthew Conrad	11.7%	\$1,788,453	\$1,600,528	85.2	S-S-Parks-Salvaggi	
<b>IV Mark Dushaj</b>	137.5%	\$2,863,070	\$1,205,736	86.1	AO	
Andrew Bishop	29.0%	\$1,704,858	\$1,321,885	86.4	AO	
<b>V Arif Hajro</b>	99.4%	\$2,217,072	\$1,111,602	85.3	AO	
Gregory Rudolph	60.6%	\$1,729,674	\$1,076,759	79.3	Simon Arias	
Jenny Kim	43.5%	\$1,466,590	\$1,021,988	80.2	AO	
<b>VI Chase Miller</b>	105.6%	\$1,543,344	\$750,661	80.4	S-S-Bendure-Hartwig	
Tyler Boulden	77.3%	\$1,270,257	\$716,281	88.5	Josh West	
Mark Bernsdorff	67.5%	\$1,411,404	\$842,382	80.1	Simon Arias	
<b>VII Jonathan Rindt</b>	364.6%	\$1,048,830	\$225,750	85.6	Simon Arias	
Jessica Chang	113.7%	\$1,373,132	\$642,432	84.1	AO	
Melinda-Rae Lyse	47.0%	\$945,347	\$643,201	83.6	AO	
<b>VIII Daniel Prinzo</b>	69.0%	\$953,820	\$564,358	83.9	S-S-Parks-Salvaggi	
Gary Slocum	63.4%	\$1,016,656	\$622,053	82.1	Desi Dimitrova	
Daryl Graham	41.5%	\$791,078	\$558,882	79.1	S-S-Parks-Salvaggi	

ALL TIME RECORD: \$9,042,633 Net ALP — MATTHEW PARKS

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# REGIONAL GENERAL AGENTS *continued*

## CATEGORIES IX–XVI



**IX**  
**NAFIC DJENDJI ABDEL KHALEK**  
 HOUSTON, TX



**X**  
**NICHOLAS CHUMA**  
 COLUMBUS, OH



**XI**  
**MARISSA NEFF**  
 LAS VEGAS, NV



**XII**  
**ALAN SEDAGHAT**  
 BURNABY, BC



**XIII**  
**CONOR MARKINS**  
 WEXFORD, PA



**XIV**  
**ERIC SNYDER**  
 WEXFORD, PA



**XV**  
**JOHN CATALANO**  
 NEW YORK, NY



**XVI**  
**JOSEPH CRIVELLI**  
 WEXFORD, PA

 = 2022 MGA/RGA Leadership Council Member

*Spotlight* recognizes the top three Regional General Agents in Categories I–XVI with minimum 10% growth. Positive growth will be shown if a category has no qualifier. Figures reflect hierarchy transfer adjustments. The RGAs that will be recognized at the 2022 Awards Presentation are the top RGA per category from Categories I–XVI based on Net ALP Growth (minimum 10%). Must have full year comparison benchmark objective to qualify. The YTD *Spotlight* number may not necessarily reflect that computation. Minimum quality standards apply for recognition.

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## JULY

Category	Growth	Net ALP	Benchmark	NTG	RET	SGA
<b>IX</b> <b>Nafic Djendji Abdel Khalek</b>	<b>208.4%</b>	<b>\$99,466</b>	<b>\$32,250</b>		<b>76.9</b>	<b>Jesus Romero</b>
Dustin Dunbar	126.7%	\$122,197	\$53,904		87.8	Dustin Venekamp
Carlo Buhay	113.5%	\$125,260	\$58,677		82.2	AO
<b>X</b> <b>Nicholas Chuma</b>	<b>244.1%</b>	<b>\$241,563</b>	<b>\$70,209</b>		<b>81.7</b>	<b>S-S-Bendure-Hartwig</b>
Jesse Doherty	212.0%	\$120,454	\$38,608		77.1	AO
Jeffrey A. Smith	207.4%	\$208,263	\$67,740		80.6	Simon Arias
<b>XI</b> <b>Marissa Neff</b>	<b>278.0%</b>	<b>\$121,910</b>	<b>\$32,250</b>		<b>82.6</b>	<b>Corey Neff</b>
Rielly Maher	123.6%	\$87,485	\$39,122		77.9	AO
Phi Phan	122.1%	\$111,080	\$50,007		84.5	Desi Dimitrova
<b>XII</b> <b>Alan Sedaghat</b>	<b>142.9%</b>	<b>\$112,361</b>	<b>\$46,254</b>		<b>82.6</b>	<b>AO</b>
David Bilotti	104.3%	\$83,895	\$41,061		86.7	Corey Neff
Patrick Donovan	104.1%	\$65,808	\$32,250		80.6	AO
<b>XIII</b> <b>Conor Markins</b>	<b>374.4%</b>	<b>\$162,860</b>	<b>\$34,328</b>		<b>81.2</b>	<b>Simon Arias</b>
James Marks	359.0%	\$292,478	\$63,727		83.9	Simon Arias
Alon Barnur	347.3%	\$165,443	\$36,988		87.0	AO
<b>XIV</b> <b>Eric Snyder</b>	<b>185.5%</b>	<b>\$100,124</b>	<b>\$35,075</b>		<b>78.3</b>	<b>Simon Arias</b>
Samuel Artzis	63.9%	\$53,241	\$32,485		83.3	AO-Lorence
Blake Tomblin	26.9%	\$40,916	\$32,250		79.7	Simon Arias
<b>XV</b> <b>John Catalano</b>	<b>112.1%</b>	<b>\$68,411</b>	<b>\$32,250</b>		<b>76.4</b>	<b>Simon Arias</b>
Jadwiga Martins	101.3%	\$36,857	\$18,308		82.9	AO
Jadelene Welty	45.7%	\$47,919	\$32,893		78.9	Andrew McQuade
<b>XVI</b> <b>Joseph Crivelli</b>	<b>1007.2%</b>	<b>\$357,077</b>	<b>\$32,250</b>	<b>94</b>		<b>Simon Arias</b>
Keith James	271.9%	\$23,335	\$6,275		79.9	Simon Arias
Elvis Cartaya	204.6%	\$98,223	\$32,250	94		AO

ALL TIME RECORD: \$2,307,263 Net ALP — MARIO HAJRO

## YTD

Category	Growth	Net ALP	Benchmark	NTG	RET	SGA
<b>IX</b> <b>Nafic Djendji Abdel Khalek</b>	<b>84.2%</b>	<b>\$916,404</b>	<b>\$497,493</b>		<b>76.9</b>	<b>Jesus Romero</b>
Slavita Hut	24.4%	\$642,657	\$516,677		81.5	John Young
Dustin Dunbar	21.1%	\$586,982	\$484,826		87.8	Dustin Venekamp
<b>X</b> <b>Nicholas Chuma</b>	<b>117.7%</b>	<b>\$915,845</b>	<b>\$420,784</b>		<b>81.7</b>	<b>S-S-Bendure-Hartwig</b>
Stella Roznovan	67.2%	\$699,975	\$418,711		79.1	Cohen-Velasquez
Jeffrey A. Smith	63.1%	\$717,000	\$439,496		80.6	Simon Arias
<b>XI</b> <b>Phi Phan</b>	<b>86.8%</b>	<b>\$659,842</b>	<b>\$353,216</b>		<b>84.5</b>	<b>Desi Dimitrova</b>
Justin Hermann	59.2%	\$617,575	\$387,948		78.5	Dustin Venekamp
Nicole Preston	44.0%	\$546,830	\$379,629		82.1	Kris Thieme
<b>XII</b> <b>Alec Seibold</b>	<b>71.1%</b>	<b>\$491,219</b>	<b>\$287,149</b>		<b>87.6</b>	<b>Josh West</b>
Daniel Zotter	57.1%	\$498,523	\$317,341		81.4	Brett Gryska
Alan Sedaghat	50.7%	\$468,008	\$310,600		82.6	AO
<b>XIII</b> <b>James Marks</b>	<b>305.8%</b>	<b>\$1,100,500</b>	<b>\$271,189</b>		<b>83.9</b>	<b>Simon Arias</b>
Alon Barnur	149.8%	\$599,397	\$239,975		87.0	AO
Brandon Schwed	131.8%	\$523,262	\$225,750	90		Kevin Holtz
<b>XIV</b> <b>Richard Whyte</b>	<b>39.7%</b>	<b>\$315,433</b>	<b>\$225,750</b>		<b>76.5</b>	<b>AO</b>
Eric Snyder	14.5%	\$302,052	\$263,810		78.3	Simon Arias
<b>XV</b> <b>John Catalano</b>	<b>46.7%</b>	<b>\$331,231</b>	<b>\$225,750</b>		<b>76.4</b>	<b>Simon Arias</b>
Kade Beck	46.0%	\$329,611	\$225,750		76.0	Brian Schreiter
Kingsley Ibeh	27.2%	\$287,100	\$225,750		82.8	Dustin Venekamp
<b>XVI</b> <b>Joseph Crivelli</b>	<b>480.7%</b>	<b>\$1,310,912</b>	<b>\$225,750</b>	<b>94</b>		<b>Simon Arias</b>
Raymond Risucci	283.8%	\$866,506	\$225,750		82.8	Moore-DeFurio
Elvis Cartaya	84.5%	\$416,621	\$225,750	94		AO

ALL TIME RECORD: \$9,042,633 Net ALP — MATTHEW PARKS

## CATEGORIES I-VII



S-S-PARKS-SALVAGGI



S-S-BENDURE-HARTWIG

DARCY SCHRIEBER



ALBERT SERUR

TOMMY VENA

GIDDENS-GIDDENS

KEVIN HOLTZ

### TOP % OF NET ALP OBJ ►



**TOMMY VENA**  
Category V  
272.3

EC = 2022 Executive Council Member

Spotlight recognizes SGAs in Categories I-XII based on positive Net ALP Growth and Cat XIII based on % of Net ALP Objective (minimum 100%). The SGAs that will be recognized at the 2022 Awards Presentation are the top SGA per category from Categories I-XII based on Net ALP Growth (minimum 15%) and Cat XIII based on % of Net ALP Objective (minimum 100%); the YTD Spotlight number may not necessarily reflect that computation. SGAs must be in their current category a minimum of 6 months to compete for YTD awards. Minimum quality standards apply for recognition.

## JULY

Category	% Net Obj	Net ALP	Net ALP Obj	NTG	RET	% Growth
<b>I S-S-Parks-Salvaggi</b>	<b>196.7</b>	<b>\$2,599,097</b>	<b>\$1,321,200</b>		<b>82.1</b>	<b>160.7</b>
Simon Arias	167.1	\$3,099,433	\$1,854,300		79.6	39.3
AO	127.0	\$7,583,395	\$5,971,000		82.9	18.6
Dustin Venekamp	148.1	\$1,183,087	\$798,600		78.9	2.7
<b>II S-S-Bendure-Hartwig</b>	<b>153.3</b>	<b>\$868,803</b>	<b>\$566,700</b>		<b>84.0</b>	<b>84.3</b>
Brett Gryska	93.7	\$493,839	\$527,100		83.0	1.2
<b>III Darcy Schrieber</b>	<b>137.7</b>	<b>\$314,991</b>	<b>\$228,800</b>	<b>94</b>		<b>45.0</b>
Michael Vasu	118.0	\$558,543	\$473,500		77.9	23.7
Nick Moore	98.8	\$384,938	\$389,600		80.1	6.2
<b>IV Albert Serur</b>	<b>150.3</b>	<b>\$356,904</b>	<b>\$237,500</b>		<b>77.3</b>	<b>203.4</b>
Andrew McQuade	98.7	\$353,526	\$358,200		83.9	19.4
Josh West	91.0	\$265,735	\$292,100		88.5	16.2
<b>V Tommy Vena</b>	<b>272.3</b>	<b>\$458,808</b>	<b>\$168,500</b>		<b>79.0</b>	<b>228.1</b>
Cindy Furer	108.9	\$252,382	\$231,700		77.2	1.9
<b>VI Giddens-Giddens</b>	<b>65.4</b>	<b>\$97,770</b>	<b>\$149,400</b>		<b>77.5</b>	<b>6.6</b>
Corey Neff	103.5	\$170,340	\$164,600		78.6	1.0
<b>VII Kevin Holtz</b>	<b>105.9</b>	<b>\$135,724</b>	<b>\$128,200</b>		<b>78.9</b>	<b>54.4</b>

## YTD

Category	% Net Obj	Net ALP	Net ALP Obj	NTG	RET	% Growth
<b>I S-S-Parks-Salvaggi</b>	<b>106.8</b>	<b>\$10,999,475</b>	<b>\$10,296,000</b>		<b>82.1</b>	<b>25.0</b>
Simon Arias	106.3	\$13,415,431	\$12,620,100		79.6	15.8
AO	91.1	\$41,636,059	\$45,679,400		82.9	2.0
<b>II S-S-Bendure-Hartwig</b>	<b>117.2</b>	<b>\$4,263,534</b>	<b>\$3,638,700</b>		<b>84.0</b>	<b>35.7</b>
Mathew Hart	97.0	\$2,831,791	\$2,920,000		80.8	7.7
Brett Gryska	94.3	\$3,861,099	\$4,092,900		83.0	3.9
Beto Quintero	87.8	\$2,995,859	\$3,412,700		83.5	2.5
<b>III Darcy Schrieber</b>	<b>82.0</b>	<b>\$1,452,462</b>	<b>\$1,771,500</b>	<b>94</b>		<b>21.5</b>
Satti-Kanaan	95.3	\$2,687,006	\$2,819,500		84.9	5.2
<b>IV Josh West</b>	<b>115.3</b>	<b>\$2,241,066</b>	<b>\$1,943,900</b>		<b>88.5</b>	<b>33.4</b>
Andrew McQuade	121.6	\$2,232,753	\$1,836,000		83.9	30.3
Albert Serur	96.8	\$2,252,438	\$2,325,800		77.3	16.5
Philip Prata	91.5	\$1,563,008	\$1,707,300		80.4	9.4
Tom Williams	88.6	\$2,210,441	\$2,494,600		76.2	0.8
<b>V Tommy Vena</b>	<b>116.2</b>	<b>\$1,698,063</b>	<b>\$1,461,800</b>		<b>79.0</b>	<b>34.3</b>
Cindy Furer	101.5	\$1,524,388	\$1,502,500		77.2	12.7
<b>VI Giddens-Giddens</b>	<b>98.6</b>	<b>\$1,189,881</b>	<b>\$1,207,200</b>		<b>77.5</b>	<b>17.7</b>
<b>VII Kevin Holtz</b>	<b>101.9</b>	<b>\$997,553</b>	<b>\$979,000</b>		<b>78.9</b>	<b>20.6</b>
Denis-Michael Catalano	98.4	\$970,543	\$986,000		77.1	7.8

## CATEGORIES VIII–XIII



**VIII**  
TIFFANY WAGNER



**IX**  
OLDHAM-MOORE



**XI**  
PRATA-WILSON

EC



**XII**  
WEST-SHOGAR-MOODY



**XIII**  
WALTER ICAZA

EC = 2022 Executive Council Member

*Spotlight* recognizes SGAs in Categories I–XII based on positive Net ALP Growth and Cat XIII based on % of Net ALP Objective (minimum 100%). The SGAs that will be recognized at the 2022 Awards Presentation are the top SGA per category from Categories I–XII based on Net ALP Growth (minimum 15%) and Cat XIII based on % of Net ALP Objective (minimum 100%); the YTD *Spotlight* number may not necessarily reflect that computation. SGAs must be in their current category a minimum of 6 months to compete for YTD awards. Minimum quality standards apply for recognition.

**TOP % OF NET ALP OBJ** ▶



**WALTER ICAZA**  
Category XIII  
298.0



**MOORE-DEFURIO**  
Category XIII  
272.5

EC

## JULY

Category	% Net Obj	Net ALP	Net ALP Obj	NTG	RET	% Growth
<b>VIII</b> Tiffany Wagner	<b>123.1</b>	<b>\$148,957</b>	<b>\$121,000</b>		<b>82.8</b>	<b>38.5</b>
Desi Dimitrova	119.4	\$168,944	\$141,500		81.7	14.5
<b>IX</b> Oldham-Moore	<b>155.9</b>	<b>\$121,424</b>	<b>\$77,900</b>		<b>84.0</b>	<b>90.0</b>
Hart-Lewicki	73.7	\$97,479	\$132,200		81.0	7.3
<b>XI</b> Prata-Wilson	<b>87.1</b>	<b>\$52,666</b>	<b>\$60,500</b>	<b>100</b>		<b>55.4</b>
Jeremy Rivers	93.9	\$43,655	\$46,500		79.0	24.9
Andre Hawthorne	91.9	\$33,988	\$37,000		80.3	7.6
<b>XII</b> West-Shogar-Moody	<b>121.0</b>	<b>\$50,576</b>	<b>\$41,800</b>	<b>99</b>		<b>39.7</b>
<b>XIII</b> Walter Icaza	<b>298.0</b>	<b>\$110,255</b>	<b>\$37,000</b>	<b>97</b>		<b>N/A</b>
Moore-DeFurio	272.5	\$100,835	\$37,000		92	N/A
Capozucca-H-W	186.4	\$68,984	\$37,000		93	314.6
Myaa Fallon	125.8	\$46,548	\$37,000		92	N/A
Michael Barlettano	114.8	\$42,489	\$37,000		93	N/A

## YTD

Category	% Net Obj	Net ALP	Net ALP Obj	NTG	RET	% Growth
<b>VIII</b> Desi Dimitrova	<b>126.9</b>	<b>\$1,194,655</b>	<b>\$941,300</b>		<b>81.7</b>	<b>41.8</b>
Tiffany Wagner	104.9	\$938,979	\$895,300		82.8	20.3
<b>IX</b> Hart-Lewicki	<b>101.8</b>	<b>\$605,081</b>	<b>\$594,500</b>		<b>81.0</b>	<b>22.8</b>
Oldham-Moore	102.4	\$887,787	\$866,900		84.0	18.4
AO-Lorence	107.3	\$766,586	\$714,600		81.2	17.7
<b>X</b> John Young	<b>120.5</b>	<b>\$666,618</b>	<b>\$553,400</b>		<b>81.9</b>	<b>37.0</b>
Mark Beckford	96.7	\$539,600	\$557,800		79.3	10.2
Kris Thieme	92.7	\$549,593	\$593,000		81.1	3.6
<b>XI</b> Prata-Wilson	<b>395.5</b>	<b>\$239,296</b>	<b>\$60,500</b>	<b>100</b>		<b>55.4</b>
Jeremy Rivers	96.4	\$271,045	\$281,100		79.0	14.4
<b>XII</b> West-Shogar-Moody	<b>107.3</b>	<b>\$130,909</b>	<b>\$122,000</b>	<b>99</b>		<b>65.9</b>
Williams-Akinade	123.9	\$417,294	\$336,700		86	34.2
Nicole Sanders	77.9	\$201,718	\$259,000		81.3	30.0
<b>XIII</b> Moore-DeFurio	<b>284.5</b>	<b>\$736,856</b>	<b>\$259,000</b>	<b>92</b>		<b>N/A</b>
Walter Icaza	186.5	\$137,997	\$74,000		97	N/A
Adel Al Choufi Naim	99.6	\$306,534	\$307,900		87	43.8
Michael Barlettano	97.8	\$253,194	\$259,000		93	N/A
Capozucca-H-W	95.3	\$434,366	\$455,800		93	14.2

### CATEGORY I



**1** DAVID SCALISI  
MANLIUS, NY



**2** BRENDA DI SOMMA  
SOMERSET, NJ



**1** WILLIAM ROL  
HONOLULU, HI



**2** JANIS PITTS  
MOORINGSPOET, LA



**1** MICHAEL COOPER  
DES MOINES, IA



**2** FRAN CHRISTIE  
WHITE ROCK, BC

### CATEGORY III

### CATEGORY IV

### CATEGORY V



**1** THOMAS NEJMAN  
TAMPA, FL



**2** JESSICA CHRISTERSSON  
CORAL SPRINGS, FL



**1** TOMMY FLYNN  
SPOKANE, WA



**2** CRYSTAL SENOUR  
ANNANDALE, NJ

### CATEGORY VI

### CATEGORY VII



**1** DIANNA LUEKE  
BUFORD, GA



**2** MINERVA GALVAN  
RACINE, WI



**1** CELIA O'DELL  
NETTIE, WV



**2** JOHN KELIHER  
DACULA, GA

### CATEGORY VIII

### FIRST SIGNED TG



CALVIN MAZURKEWICH  
SASKATOON, SK

### TOP MANAGERS

### CATEGORY II



**1** BETH FARM  
COLLIERVILLE, TN

### CATEGORY III



**1** LISA JOHNSON  
SUMMERSVILLE, WV

## INDIVIDUAL REPS: JULY

Category	Rank	Rep	Cards	Obj	% Obj
I	1	David Scalisi	2,169	1,217	178.3%
	2	Brenda Di Somma	2,281	2,272	100.4%
III	1	William Rol	1,602	845	189.5%
	2	Janis Pitts	1,260	920	136.9%
	3	Anna Guido Rohrer	1,305	1,006	129.7%
IV	1	Michael Cooper	1,275	800	159.5%
	2	Fran Christie	952	723	131.7%
	3	Vivian Dwyer	819	766	107.0%
V	1	Thomas Nejman	625	599	104.3%
	2	Jessica Christersson	637	698	91.2%
VI	1	Tommy Flynn	889	550	161.6%
	2	Crystal Senour	786	550	142.9%
	3	Katy Hogge	520	550	94.5%
VII	1	Dianna Lueke	1,601	550	291.0%
	2	Minerva Galvan	786	550	143.0%
VIII	1	Celia O'Dell	1,194	550	217.1%
	2	John Keliher	1,044	550	189.8%
	3	Alisha Anderton	1,035	550	188.2%
Rookie	1	Celia O'Dell	1,194	550	217.1%
IceBreaker	1	Carrie Ricketts	591	550	107.5%

ALL TIME RECORD: 18,960 Cards

## INDIVIDUAL REPS: YTD

Category	Rank	Rep	Cards	Obj	% Obj
I	*1	David Scalisi	14,179	8,517	166.5%
	2	Rona Pileggi Spano	9,393	7,662	122.6%
II	*1	Rona Pileggi Spano	9,393	7,662	122.6%
	2	Robin Andrade	9,059	8,481	106.8%
III	*1	Kathy Pappas	10,492	5,925	177.1%
	2	Janis Pitts	9,860	6,441	153.1%
	3	Anna Guido Rohrer	10,590	7,042	150.4%
IV	*1	Cas Robinson	9,240	5,209	177.4%
	2	Irene Rurycz	5,366	4,927	108.9%
V	*1	Noel Robbins	4,160	4,207	98.9%
	2	Thomas Nejman	4,115	4,191	98.2%
VI	*1	Erica Dalager	5,184	3,951	131.2%
	2	Tommy Flynn	4,160	3,850	108.0%
	3	Dee Hettinger	4,119	3,930	104.8%
VII	*1	Lou Nell Busby	7,017	3,850	182.3%
	2	Dianna Lueke	6,390	3,850	166.0%
VIII	*1	Ryan Gregoli	10,619	3,850	275.8%
	2	Celia O'Dell	6,941	3,850	180.3%
	3	Tori Snowden	6,887	3,850	178.9%

ALL TIME RECORD: 61,879 Cards — DENISE BOWYER

## MANAGERS: JULY

Category	Rank	Manager	Cards	Obj	% Obj
II	1	Beth Farm	4,589	4,820	95.2%
	2	Billy Sauers	5,427	4,486	121.0%
III	1	Lisa Johnson	4,691	2,498	187.8%
	2	Billy Sauers	5,427	4,486	121.0%

## MANAGERS: YTD

Category	Rank	Manager	Cards	Obj	% Obj
I	*1	JT Tasker	50,178	43,620	115.0%
	2	Beth Farm	32,464	33,741	96.2%
II	*1	Tami Williams	43,985	37,797	116.4%
	2	Beth Farm	32,464	33,741	96.2%
III	*1	Lisa Johnson	18,302	17,487	104.7%
	2	Beth Farm	32,464	33,741	96.2%

## MOST ORIGINAL CARDS GENERATED: YTD



**1** ANNA GUIDO ROHRER  
MONROE, OH

**1** ANNA GUIDO ROHRER  
5,303

**2** AL WALL  
4,336

**3** KATHY PAPPAS  
4,020

GC = 2022 PR Growth Council Member

### PUBLIC RELATIONS CATEGORIES ARE AS FOLLOWS

Rep categories I-VIII assigned using an objective of average leads generated last two years, lead card standard or 6,000 leads whichever is greater. To be recognized, Rep must meet 90% of Growth objective.

Manager categories I-III assigned using average lead production last two years for their respective territories. To be recognized, Manager must meet 90% of Growth objective.

# WORLD'S GREATEST BONUS



**MARSHALL FERNANDEZ**  
\$44,802  
AO



**FIRAT UCAR**  
\$41,361  
Dustin Venekamp



**SALAU R. KHORRAMI**  
\$39,533  
AO



**JOSHUA DISHONG**  
\$32,122  
S-S-Bendure-Hartwig



**TODD KRUPA**  
\$28,891  
AO

## JULY BONUS LEADERS

PAYOUT: **\$4,011,283**

QUALIFIERS: **3,324**




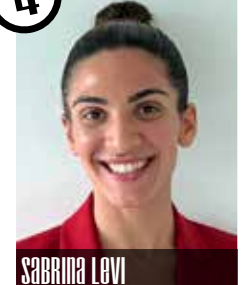
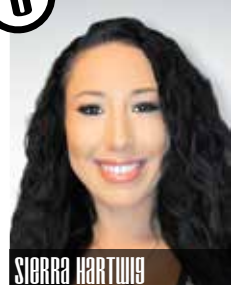
\$ 44,802 Marshall Fernandez	\$ 10,122 Gurpartap Randhawa	\$ 6,715 Anthony Williams	\$ 5,026 Joseph Sarasin	\$ 4,225 Tina Nelson	\$ 3,680 Dirk Devries
41,361 Firat Ucar	10,099 Zachery Kertulis	6,640 Roger Fredericks	5,010 Logan Klink	4,201 Sanad Altal	3,653 Christina Konstanzer
39,533 Salaur Khorrami	10,068 Gunnar Jorstad	6,633 Tyler Teague	4,977 Massoud Vaziri	4,196 David Ferriolo	3,639 Samuel Artzis
32,122 Joshua Dishong	10,053 Romal Omid	6,583 Oleg Novitchii	4,938 Alex Smith	4,188 Joseph Hedborn	3,636 Brittmarie Yarian
28,891 Todd Krupa	9,856 David Bilotti	6,520 Patrick Sullivan	4,922 Ariel Owens	4,172 Michael Ribovich	3,632 Ashley Rust
27,688 Carmen Arroyo	9,667 Alex Jankowski	6,446 Jadwiga Martins	4,919 Phi Phan	4,168 Nicklaus Boker	3,526 Michael Valent
26,853 Arturo Romero	9,441 Bruno Nuro	6,402 Andrew Bogeas	4,912 Jacob Krieger	4,159 Bradley Blumenshine	3,525 Sabrina Smith
26,319 Daniel Paravisini	9,223 Rea Lynch	6,369 Tanner West	4,902 Connor Meakins	4,145 Anthony Dell'anno	3,516 Kaisy Kahalany
25,446 Kristi Basho	9,143 James Hodges	6,249 Lindsey Dettwiller	4,883 Michael Maloney	4,138 Andrew Brown	3,503 Donald Lewis
24,355 Noor Musleh	9,133 Joshua Notte	6,161 Bruce Tan	4,814 James Sherwood	4,137 Vivian Trinh	3,495 Justin Neal
21,058 Dina Boghdady	9,110 Aref Sayegh	6,099 Alexander Longo	4,790 Mayerlin Ramirez Davila	4,132 Brian Cabral	3,494 Samuel Huston
20,725 Nikolla Lulgjuraj	9,011 Noella Coleman	6,091 Troy Henderson	4,759 Max Quasem	4,129 Tayari Otis	3,480 Rosa Colmenares Borrego
19,321 Giovanni Vacca	8,974 Eric Snyder	6,064 Dorota Rusew	4,715 Aaron Chen	4,118 Jozef Tinaj	3,474 Chris McElmoyl
18,302 Franko Bilbili	8,966 Braydon Cameron	6,002 Alexander Nachman	4,715 Aaron Chen	4,104 Ryan Cummings	3,472 Dulce Paz
18,001 Jihad Ottallah	8,958 Daniel Rock	5,948 Jimmie Parsons	4,706 Shiv Patel	4,090 Tony Georges	3,471 Eric Stadler
16,974 Damaris Trejo	8,936 Vanessa Forouzan	5,928 Blake Tomblin	4,676 Mitchell Mickovic	4,088 Ryan Schreiber	3,471 Eric Stadler
16,752 Clayton Slaughter	8,800 Joseph Misleh	5,900 Timothy Bugge	4,665 Javier Diaz	4,065 Yuhung Yeh	3,470 Donald Wolak
16,351 Ervin Metaj	8,780 Hala Herballi	5,896 Sandra Perez Espinal	4,662 Joachim Jean	4,062 Victoria Lopes	3,459 Devon Conway
16,260 Ashley Mysza	8,710 Aref Sayegh	5,833 Bryan Juskiw	4,647 Ellen Tuttle	4,058 Kyle Jansen	3,432 Kevin Gillum
16,174 Daoud Naser	8,711 Braden Buck	5,828 Barbara King	4,641 Nikolai Zollinger	4,046 Alex Miller	3,432 Jaden Goldney
15,947 Dillon Zartman	8,614 Ladan Rahbary	5,809 Christina Ande	4,633 Muhammad Mansoor	4,038 Gabrielle Kolar	3,431 Samuel Marzula
14,892 Brandon Neal	8,607 Michael McKiernan	5,740 Mark Bernsdorff	4,528 Danny Souiri	4,031 Pa Aliou Kasseh	3,424 Gjon Ljulljurrjaj
14,197 Damon Stroup	8,607 Michael McKiernan	5,730 Raheem Nubani	4,527 Samuel Crock	3,998 Kaelan Muscara	3,415 Brandon Freeman
13,517 Kelly Nelson	8,530 Spencer Kozoj	5,650 Irma Gallardo	4,521 Dionisio Terius	3,997 Joseph Michelin	3,411 Brandon Freeman
13,352 Roger Fung	8,493 Michael Scarborough	5,645 Khashala Guiden	4,510 Robert Burns	3,961 Steven Elliott	3,402 Al-Shakise Anderson
13,322 Alan Sedaghat	8,490 Kevin Ishikane	5,616 Adriana Gil Cordova	4,487 Michael Schaefer	3,941 Ariel McAlister	3,399 Noah Vongunden
13,257 Evan Pinkerton	8,138 Jillian Getz	5,580 Sherrie McCarty	4,477 Stephen Davis	3,928 Joey Kennedy	3,399 Zakaria Elgahmi
12,900 Lindsey Gilbert	8,091 Ardian Gojcaj	5,577 Carolina Gamardo	4,476 Steffanie Sainato	3,922 Matthew Conrad	3,383 Calvin Dickherber
12,787 Joshua Elkins	7,959 Lambert McElrath	5,547 Erald Tomorri	4,475 Chilynn Acevedo	3,910 Alexander Gomez	3,376 Connor O'Donnell
12,727 Edward Leon	7,954 Arturo Espindola Gonzalez	5,519 Michael Geyer	4,466 Robert Jackson	3,905 Rebecca Amundson	3,367 Avion Johnson
12,509 Giorgi Gogidze	7,862 Josh Spence	5,480 Manique Sala	4,417 Kasali Kotun	3,904 Roydon Riki	3,361 Brock Lampee
12,421 Triston Miller	7,840 Duni Olusegun	5,459 Michele Faul	4,405 Blake McClain	3,897 Hayden Sheppard	3,360 Patrice Charles
12,378 Jesse Fullmer	7,821 Michael Ewing	5,350 Christopher McGlynn	4,395 Richard Sidoti	3,869 Colin Ghee	3,352 Ashley O'Donal
12,331 Elvis Tinaj	7,812 Lily Sakai	5,335 Michael Zang	4,377 Dalton Cassavoy	3,868 Connor Cook	3,344 Donald Hollen
12,200 Meenakshi Chavis	7,716 Nicholas Chuma	5,310 Jennifer Ragan	4,355 Richard Tabanji	3,852 Nicholas Gomez	3,340 Hector Cruz
11,897 Nathan Labranche	7,594 Nathaniel Magda	5,246 Seth Frisby-Jack	4,348 Debbie-Ann Whitehorne	3,846 Austin Rockall	3,335 Henry Jacobs
11,777 Ian Pickett	7,516 Emily Klich	5,230 Eyad Awdi	4,344 Gage Harrington	3,822 Peer Shmelzer	3,333 Mike Reed
11,502 Ahmad Aqel	7,511 Michael van Delft	5,162 Kingsley Ibeh	4,335 Joshua Hammond	3,806 Andrea Schmitt	3,329 Elijah Burdette
11,482 Alessandro Succurro	7,276 Jennifer Sosa	5,136 Serge Brouillette	4,325 Jordan Viaje	3,799 Yolanda Torres	3,323 Jessica Yates
11,228 Trevor Bailey	7,161 Nicholas Chuma	5,121 Cross Stepkowski	4,301 Conner White	3,789 Katharine Thorne	3,321 Anthony Ferguson
11,050 Brandon Bennett	7,130 Viktorino Dugan	5,105 Jacob Krakora	4,268 Jose Briceno	3,787 Alexander Sanchez	3,306 Nehomaris Gonzalez
10,837 Jacob Rose	6,953 Bryce Engstrom	5,088 Lori Hamel Johnson	4,253 Cody Dubroy	3,782 Dalton Beam	3,287 Eric Butt
10,414 Michael Giachetti	6,911 Ashkan Khoshmagham	5,071 Darius Rowan	4,239 Erin Dubel	3,753 Tracy Mason	3,265 Ryan Vance
10,400 Razan Zarba	6,733 Duane Shaw	5,061 Clayton Friday	4,226 Sasha Oakes	3,738 Jorge Alvarez	3,264 Triston Nelson
10,332 Abraham Mogilevsky				3,715 Tyrese Holland	3,251 Dylan Stichel
10,309 Kevin Beaver				3,686 Arthur Simpson	3,235 Devin Finley

\$ 3,221 Ryan Parrish	\$ 2,780 Andrew Chambers	\$ 2,368 Madelyn Sanders	\$ 2,080 Dylan Murphy	\$ 1,888 Cleopatra Sola	\$ 1,695 Kory Louvelle
3,220 Samuel Benton	2,776 Gregory Caldwell	2,368 Tyler Ortiz	2,080 Kyle VanBibber	1,885 Yakoub Zokari	1,694 Tyler Turner
3,218 Robert Skok	2,773 Christian Cox	2,348 Christina Salvatore	2,077 Richard Bentley	1,883 Anthony Spataro	1,693 Danny Juskiw
3,213 Rachel Mills-Walker	2,766 Bryan Stoddard	2,347 April Ross	2,073 David Staffieri	1,882 Hussien Mouzaihem	1,689 Jared Robertson
3,210 Bridgett Gardner	2,764 Gemini Rodriguez	2,342 Todd Colson	2,072 Ronald Rivera	1,877 Sabrina Agostini	1,689 Carrington Hanna
3,207 Dawid Liniewski	2,681 Amir	2,339 Amir	2,071 Christine Morris	1,869 Adam Yousef	1,688 Kendall Wilson
3,193 Vienna Howat	2,737 John Torres		2,064 Charles Belt	1,868 Jacob Reiter	1,685 Elba Diaz
3,190 Justin Adams	2,734 Erica Robertson		2,061 Wimbirt Villalobos	1,868 Panaris Bregu	1,682 John Tong
3,190 Melinda Skinner	2,729 Christian Gojcaj		2,056 Robert Doan	1,861 Sean Walsh	1,682 John Grosu
3,179 Aaran Brown	2,705 Mario Borino		2,055 Giuliano Di Nardo	1,856 Jose Moreno	1,680 Brianna Baker
3,175 Jennifer Anthes	2,701 Matthew Cartwright		2,055 Michele Stewart	1,851 Evenoue Bien Aime	1,679 Jennifer Jantzen
3,167 Steven Counts	2,698 George Ray		2,049 Ronald Davis	1,848 Julija Ostapyuk	1,678 Joshua Bacchus
3,140 Chayson Williams	2,686 Dominick Nieves		2,047 Patricia Rawls	1,845 Jamie Beuschel	1,676 Jason To
3,132 Trea Fantin	2,681 Adrian Bendo		2,044 Jordan Schoof	1,844 Katherine Nummy	1,675 Lleiison Martinez
3,131 Damon Brassell	2,673 Joaquin Santos		2,042 Derya Ekren	1,837 Elion Bendo	1,672 Dorothy Ibe
3,124 Soala Wariboko	2,669 Jeffrey Tillman		2,039 Randa Mustafa	1,835 Christopher Bungay	1,671 Christopher Larsen
3,122 Johnathon King	2,662 Sarah Saleim		2,031 Cody Hanneken	1,835 Osiris Kessinger	1,671 David C Williams
3,108 Adem Abdula	2,648 Jesse Doherty		2,025 Nadira Singh-Moon	1,833 Rossana Suarez	1,668 Dmitry Pendro
3,105 Matthew McDowell	2,647 David Coulter		2,021 Zayd Burns	1,833 Sione Maumau	1,662 Leonard Pataca
3,088 Derrick Mason	2,646 Emily Buelow		2,021 Jaylon Worthly	1,832 Daniel Prinzo	1,655 Jesus Luarca
3,076 Brooklyn Brooks	2,640 Nicole Cenknor		2,020 Malik Blair	1,828 Temesghen Starr	1,650 Hans Klink
3,073 Ashley Kopchak	2,638 Rochelle Magpantay		2,019 Gary Slocum	1,823 Lawrence Pryor	1,642 Sebrina Lazeo
3,072 Alexander Pham	2,623 Tristian Haynes		2,018 Jennifer Perea	1,817 Michael Battaglio	1,638 Josiah Brown
3,072 Jonathan Conner	2,616 Stella Roznovan		2,009 Khadijah	1,816 Brandon Schleaf	1,629 Betania Maury
3,063 De'Carleon Townsend	2,613 Michael Gamboa		2,009 Muhammad	1,815 Cassidy Griffin	1,627 Candace Boudreau
	2,608 Timothy Rose		2,000 Darrell Asbell	1,805 William Shaw	1,626 Michael Stuver
	2,597 Endy Suriel		1,994 Farnaz Fotovat Ahmadi	1,796 Michael Burningham	1,623 Shahriar
	2,596 Yelizta Dominguez		1,991 Calvin Brewer	1,788 Erika Torres	1,621 Mohammad
	2,583 Trace Cary		1,984 Carly Ferraro	1,788 Sean Guy	1,621 Andres Liranzo
	2,583 Joshua Egyud		1,984 Jenny Anderson	1,786 Derek Koppari	1,619 Amanda Henson
	2,581 Jose Cuellar		1,982 Richarda Joseph Garcia	1,784 Katherine Carter	1,617 Joseph Sixta
	2,574 Ryan Bevan		1,980 Maria Diringier	1,780 Dominick Matisko	1,617 Alyssa Duncan
	2,571 Kaiden Herald		1,976 Richard Carter	1,773 Kathryn Fell	1,611 Maria Nicoll
	2,552 Maria Silva		1,976 Christopher Rives	1,770 Zachary Marshall	1,610 Anna Mirzaee
	2,539 Matthew Wilson		1,969 Agnieszka Kuserper	1,763 Corina Omoware	1,607 Drew Johnson
	2,527 John Lamere		1,967 Anacleto Arevalo	1,757 Anthony Greco	1,604 Christina Babcock
	2,522 Emily Rogers		1,966 Elaina Vecchio	1,754 Joseph Cammarata	1,597 Juan Nunez
	2,519 Constance Tuiteleleapaga		1,963 William Heilman	1,754 Lynn Jenkins	1,597 Brittany Brantley
	2,518 Nick Scordos		1,962 Joshua Briggs	1,752 Stephany Garcia	1,594 James Ganci
	2,513 Anthony Yard		1,961 Melissa Nguyen	1,751 Alyssa Mendoza	1,594 Klaudio Martinaj
	2,513 Robert D Williams		1,961 Melisa Nguyen	1,750 Jennifer Savino	1,593 Harbi Hamdan
	2,498 Kevine Hart		1,948 Shundra Hampton	1,748 Kasey Garcia	1,586 Janel Wilder
	2,498 Michael Panella		1,942 Morvarid Tadayon	1,742 Sean Saigeon	1,583 Michelle Gould
	2,475 Cameron Taylor		1,941 Aubrey Wolfe	1,742 Ana Yepez	1,582 Austin Allen
	2,473 Colby Fox		1,938 Mark Diskin	1,736 Jasmine Schulte	1,582 Quintin Coker
	2,454 Nawshin Anis		1,933 Tomarus Burks	1,731 Santino Ciocca	1,581 Brad Toyama
	2,451 Kristina Tuttle		1,932 Andrea Mulder	1,731 Eddie Pourjalali	1,578 Tasha Marker
	2,444 Shalom Gildin		1,932 Kayla Kuhn	1,730 Nicholas Liening	1,576 Jennifer Guerino
	2,431 Parveen Lakhani		1,932 Abigail Moreno	1,728 Jamie Pahl	1,575 Ryan Crawford
	2,431 Rocky Allen		1,924 Francesco Romano	1,725 Cristian Cartagena	1,570 Maria Bonilla
	2,430 Milagros Panicia		1,921 Justin Rydzlaj		
	2,430 Joe Bevaacqua		1,921 Betsy Adney	1,723 Cesar Romero	1,568 Tristen Rindfleisch
	2,430 Jayvon Braxton		1,920 Taj Tumber		
	2,427 Kurt Evans		1,917 Ryan Ramirez	1,722 Alexander Bermudez	1,567 Kristopher Bour
	2,418 Aaron Patt		1,916 Brian Herb	1,720 Linette Silverthorn	1,567 Cara DeFiore
	2,418 Hektor Cruz		1,915 Tyler Westell	1,717 Justine Meyers	1,565 Cheryl Mendoza
	2,418 Bernadette De Guzman		1,912 Aaron Ebel	1,715 Collin Robinson	1,564 Ayandra Alvarez
	2,417 Kathleen Mezik		1,909 Alexander	1,712 Danial Arif	1,559 Nelson Erwin
	2,410 Ranjana Chopra		1,908 Moineuddin	1,711 Laurrekins Pardovani	1,559 Delepiani
	2,408 Laura Chavez		1,908 Patrick Locke	1,709 Anna Senra	1,559 Karen Stanley
	2,407 Ryan Martin		1,907 Meardey Kim	1,709 Nina Blackmon	1,557 Woodrow Kincaid
	2,392 Elio Mertiri		1,902 Tony Geer	1,708 Zachary Williams	1,554 Alton Jones
	2,382 Carlo Trinidad		1,901 Juan Aleman Madrid	1,707 Tachane Joseph	1,554 Charles Nacovsky
	2,376 Roberto Samano Diaz		1,900 Maxwell Fredericks	1,704 Chris Densham	1,553 Monica Lee
	2,370 Emily Clymer		1,898 Stefan Johannsson	1,697 Layne Szymanski	1,552 April Taylor
	2,369 Kempton Perry		1,897 David Melendrez	1,696 Fabian Soriano	1,552 Brenna Behan
			1,897 Marquise Moore	1,696 Shiva Latify	1,549 Kevin Musai

# WORLD'S GREATEST BONUS - CONTINUED

# sa/ya DIRECT CODE FIELD TRAINING BONUS

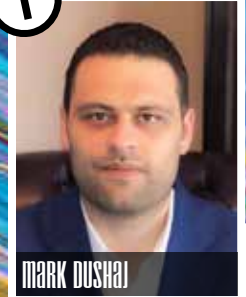




<p><b>\$ 1,544</b> Stacie Freye  <b>1,542</b> Jonathan Da-Al  <b>1,537</b> Nicole Bolognesi  <b>1,536</b> Asante Jackson  <b>1,534</b> Limam Boubacar  <b>1,530</b> Miguel Serrano  <b>1,527</b> Anthony Marsella  <b>1,526</b> Daymon Green  <b>1,525</b> Carlos Marin  <b>1,523</b> Rachael Glamp  <b>1,523</b> Julie Aprahamian  <b>1,519</b> Amanda Urdaneta  <b>1,518</b> Bryan Froneberger  <b>1,514</b> Ariel Rangel Castro  <b>1,512</b> Erin Gonzalez  <b>1,510</b> Hailey Parsons  <b>1,507</b> Amanda Davis  <b>1,507</b> Dominic Triveline  <b>1,506</b> Mike Mangaoang  <b>1,503</b> Jennifer Gilkie  <b>1,503</b> Kathleen McArthur  <b>1,499</b> Spencer Stoyer  <b>1,499</b> Robert Joseph  <b>1,498</b> Veronica Rescate  <b>1,498</b> Sherita Thompson  <b>1,497</b> Yendy Avellaneda  <b>1,490</b> Lorena Herndon  <b>1,488</b> Rana Shirer  <b>1,487</b> Marlene Barrett  <b>1,486</b> Valentina Nguyen  <b>1,484</b> Jeremy Engrav  <b>1,483</b> Laura Kologenski  <b>1,482</b> Jordan Ballard  <b>1,479</b> Nicola Albano  <b>1,477</b> Jayme Valle  <b>1,475</b> Sandra Ferreira  <b>1,474</b> Breann Hoenig  <b>1,471</b> Christian Baymack  <b>1,468</b> Lu Zhang  <b>1,462</b> Marco Porras  <b>1,457</b> Mario Andres Chavez  <b>1,454</b> Donald Gerstner  <b>1,454</b> Bryan Doze  <b>1,453</b> Ed-Maggie Myrthil  <b>1,452</b> Christian Salcedo  <b>1,446</b> Lorena Barriere  <b>1,439</b> Kara Roenspies  <b>1,439</b> Matthew Sturgis  <b>1,437</b> Ryan Hritz  <b>1,435</b> Devon Yarletts  <b>1,431</b> Cassandra Curry  <b>1,428</b> Elizabeth Wallin  <b>1,426</b> Stephanie Novel  <b>1,423</b> Steven Roberts  <b>1,419</b> Kristin Denietolis  <b>1,412</b> Caroline Mora  <b>1,411</b> Richard Millington  <b>1,410</b> Dianka Blash</p>	<p><b>\$ 1,407</b> Christina Solis  <b>1,405</b> David Estey-Ang  <b>1,405</b> Michael Frabotta  <b>1,404</b> Jorge Toribio  <b>1,403</b> Kamyar Soleymani  <b>1,399</b> Dylan Hurd  <b>1,398</b> Silas Merkel  <b>1,397</b> Kettia Simon  <b>1,395</b> Marvin Mondragon  <b>1,394</b> Newyorka Morrow  <b>1,394</b> Evelyn Howell  <b>1,391</b> Zachary Poker  <b>1,389</b> Shalon Rivero Gomez  <b>1,388</b> Luis Alvarez  <b>1,386</b> Harvey Quinn  <b>1,386</b> Brian Morris  <b>1,383</b> William Parmeter  <b>1,381</b> Jacob Boze  <b>1,378</b> Alexander Gross  <b>1,377</b> Travis Kovach  <b>1,376</b> Alipate Makaui  <b>1,369</b> Mark Reilly  <b>1,367</b> Orett Nelson  <b>1,366</b> Dustin Holtz  <b>1,362</b> Raveen Franklyn  <b>1,362</b> Shane Havel  <b>1,359</b> Iffrah Tahir  <b>1,355</b> Ashlynn Orng  <b>1,355</b> Brenda Karagiannis  <b>1,354</b> Calvin Irving  <b>1,352</b> Miguel Macias  <b>1,351</b> Allan Allas  <b>1,348</b> Tammie Sullivan  <b>1,345</b> Janine Yingling  <b>1,344</b> Jessica Hefley  <b>1,343</b> Mahmoud Oditallah  <b>1,342</b> Natalia Beltran  <b>1,339</b> Sean Rivera  <b>1,339</b> Christopher Dark  <b>1,334</b> Hunter Bischoff  <b>1,326</b> Dylan Jackson  <b>1,321</b> Teresa Carver  <b>1,320</b> Basil Williams  <b>1,319</b> Lindsey Ginster  <b>1,318</b> Eric Peyton  <b>1,316</b> Maeson Green  <b>1,316</b> Christopher Applegate  <b>1,316</b> Michael Braxton  <b>1,315</b> Erikkah Calamia  <b>1,312</b> Beau Perrodin  <b>1,310</b> Conor Markins  <b>1,310</b> Riche Hays  <b>1,310</b> Willie London  <b>1,309</b> Leonard Williams  <b>1,309</b> Jeffrey Espinal  <b>1,307</b> Kevin Valentin Ross  <b>1,307</b> Ashley Newman</p>	<p><b>\$ 1,307</b> Abraham Muruakick  <b>1,306</b> Brandon Hamilton  <b>1,305</b> Andrew Edenbaum  <b>1,304</b> Orlady Reyes  <b>1,303</b> Michael Dafeo  <b>1,299</b> Tabitha Sanders  <b>1,296</b> Bernardo Lopez  <b>1,295</b> Jin Chen  <b>1,288</b> Staci Brown  <b>1,288</b> Rhonda Taylor  <b>1,284</b> Anthony Iacovino  <b>1,284</b> Nicole Szymanski  <b>1,282</b> Brent Henderson  <b>1,281</b> Prince Ray  <b>1,281</b> Joseph Bokros  <b>1,280</b> Malcolm Pasquiere  <b>1,268</b> Jennifer Lucero  <b>1,268</b> Jose Sanchez Reyes  <b>1,267</b> Chad McLaughlin  <b>1,265</b> Stephanie Olsen  <b>1,265</b> Tina Janti  <b>1,264</b> Matthew Adams  <b>1,262</b> Jonathan Collins  <b>1,260</b> Malcolm Pasquiere  <b>1,258</b> Jack Fischer  <b>1,252</b> Raya Ayar  <b>1,252</b> Donald Gregoire  <b>1,251</b> Tiffany King  <b>1,250</b> Kaia Pirazzini  <b>1,249</b> Moniqua Pruitt  <b>1,248</b> Matthew Lehman  <b>1,247</b> Laura Villarreal  <b>1,245</b> Oyindamola Falegan  <b>1,243</b> Isabel Pina Sibira  <b>1,243</b> Rackeem Miller  <b>1,243</b> Mayra Rivas  <b>1,241</b> Cole Hatfield  <b>1,237</b> Alex Grushko  <b>1,237</b> Regina Thomason  <b>1,233</b> Ernesto Delgadoillo  <b>1,229</b> Celines Santana  <b>1,228</b> Kirby Hanner  <b>1,227</b> Michael Nehme  <b>1,227</b> Cassandra Lober  <b>1,226</b> Brian Melvin  <b>1,226</b> Alyse Nicodemus  <b>1,224</b> Lloyd Patterson  <b>1,223</b> James Mathews  <b>1,223</b> Jacob Danzer  <b>1,222</b> Brandon Gamagami  <b>1,220</b> Priscila Gonzalez  <b>1,218</b> Eugene Kashkin  <b>1,215</b> Denzil Latimore  <b>1,214</b> Jillian Hildebrand  <b>1,211</b> Jabari Thompson  <b>1,208</b> Pablo Solis  <b>1,207</b> Brandon Collazo  <b>1,206</b> Ryne Morozowski  <b>1,203</b> Brooklyn Herod</p>	<p><b>\$ 1,203</b> Mason Duty  <b>1,202</b> Vishwanath Sankaran  <b>1,201</b> Susan daCruz  <b>1,200</b> Matthew Lewis  <b>1,200</b> Miguel Diego Esquivel  <b>1,200</b> Carl Gillings  <b>1,194</b> Katelyn Ucar  <b>1,194</b> Alexander Kane  <b>1,194</b> Kevin Henry  <b>1,192</b> Marilin Peralta  <b>1,192</b> Cuong Le  <b>1,189</b> Rachel Norris  <b>1,187</b> Mackenzie Burchett  <b>1,184</b> Lisis Mejia  <b>1,183</b> Veronica Britos  <b>1,182</b> Sonia Steele  <b>1,178</b> Kyle Swanson  <b>1,177</b> Juliana Ramirez  <b>1,175</b> Joshua Nist  <b>1,174</b> Isaiah Donohue  <b>1,172</b> Kara Garcia  <b>1,171</b> Ronke Olusegun  <b>1,170</b> Juan Piedrasanta  <b>1,169</b> Ryan Clawson  <b>1,168</b> Jordan Jones  <b>1,167</b> Magaly Una  <b>1,167</b> Kristina Fennessy  <b>1,166</b> Joseph Pizzoferrato  <b>1,162</b> Rupinder Toor  <b>1,158</b> Stephanie Smith  <b>1,158</b> Lamina Diakhate  <b>1,157</b> Brittney Mizer  <b>1,155</b> Derek Sutherland  <b>1,152</b> Nouraddin Hussein  <b>1,150</b> Paige Zuccik  <b>1,147</b> Izzik Haymond  <b>1,147</b> Yauri Victoria  <b>1,145</b> Tyler Young  <b>1,144</b> Byron Patterson  <b>1,141</b> Sarah Linzon  <b>1,140</b> Desmond Martin  <b>1,138</b> Zachery Croyle  <b>1,138</b> Blair Sheppard  <b>1,138</b> John Whitworth  <b>1,138</b> Hayden Mandrake  <b>1,133</b> Igor Melcharek  <b>1,132</b> Michael Stiemper  <b>1,130</b> Liam Hook  <b>1,130</b> Andrew Haeberlen  <b>1,129</b> Skay Nusenu  <b>1,127</b> Micaiah Morrison  <b>1,127</b> Brian Woodland  <b>1,126</b> Eric Morris  <b>1,120</b> Raul Ydler-Rodriguez  <b>1,119</b> Sabrina Levi  <b>1,119</b> Gordon Biggums  <b>1,118</b> Jonah Mullins-Wilson</p>	<p><b>\$ 1,117</b> Kelly Yingling  <b>1,117</b> Lenora Washington  <b>1,116</b> Laura Graham  <b>1,111</b> Julio Zabaleta  <b>1,110</b> Travis Carpenter  <b>1,109</b> Shawn Feistamel  <b>1,108</b> Thomas Griffin  <b>1,106</b> Eldai Castro  <b>1,106</b> Magalie Octave  <b>1,105</b> Joseph Ciliberti  <b>1,104</b> Elmar Aslami  <b>1,102</b> Frederick Baltimore  <b>1,102</b> Michael McLaughlin  <b>1,101</b> Herlin Celicourt  <b>1,100</b> Donald Shafer  <b>1,097</b> David Archer  <b>1,096</b> Michelle Scourtos  <b>1,096</b> Yolanda Hill  <b>1,095</b> Velvet De Sousa  <b>1,095</b> Claudio Merizaj  <b>1,094</b> Frederick Holguin  <b>1,093</b> James Butler  <b>1,092</b> Asiguy Haugabook  <b>1,091</b> Jesse Weaver  <b>1,085</b> Maria Palacios Rodriguez  <b>1,082</b> Paola Marin  <b>1,081</b> Bethany Presswood  <b>1,080</b> Trace Johnson  <b>1,079</b> Amoy Wyndham  <b>1,078</b> Dale Austin  <b>1,076</b> Lisa Richardson  <b>1,075</b> Andre Bent  <b>1,073</b> Cathy Dishong  <b>1,073</b> Jessica Arias  <b>1,072</b> Dain Bowen  <b>1,071</b> Joshua Hosenbold  <b>1,070</b> Marian Geroges  <b>1,069</b> Markus Green  <b>1,069</b> Adam Johnson  <b>1,069</b> Shannon Stewart  <b>1,067</b> Josef Overton  <b>1,066</b> Josmar Maneiro Antunez  <b>1,066</b> Ryan Slone  <b>1,063</b> Robert Hepler  <b>1,059</b> Jacoby Barry  <b>1,057</b> Yolanda Hernandez  <b>1,054</b> Scott Urbanowicz  <b>1,054</b> Victor Liu  <b>1,052</b> Dustin Hess  <b>1,052</b> Rebekah Witvoet  <b>1,052</b> Jovanie Scarlett  <b>1,051</b> Cash Sampson  <b>1,051</b> Lindsay Belham  <b>1,051</b> Edon Nevzadi  <b>1,050</b> Steve Torres  <b>1,050</b> Jared Bader</p>	<p><b>\$ 1,048</b> Jerry Allien  <b>1,046</b> Dylan Kovaleski  <b>1,045</b> Jadaakis Fields  <b>1,044</b> Sirdaniel Turner  <b>1,043</b> Keeland Bryant  <b>1,041</b> Rovena Lulgjuraj  <b>1,041</b> Sean Shephard  <b>1,041</b> Patrick Keohane  <b>1,041</b> Jeffrey Hall  <b>1,041</b> Antonio Evans  <b>1,041</b> Dylan McKinney Pendas  <b>1,041</b> Jeffrey Dauphinee  <b>1,040</b> Michael Dennis  <b>1,038</b> Destiny Green  <b>1,038</b> Desiree Moore  <b>1,036</b> Thomas King  <b>1,036</b> Maricella Castillo  <b>1,034</b> Dylan McKinney  <b>1,033</b> Sonia Chaudhry  <b>1,030</b> Joseph Bell Jr  <b>1,029</b> Savannah Schipman  <b>1,027</b> Jake Gelb  <b>1,026</b> Seamus Higley  <b>1,026</b> Jason Goines  <b>1,025</b> Anthony Solano  <b>1,024</b> Lamita Dahdah  <b>1,024</b> Rubi Bahena  <b>1,024</b> Waundlyan Pete  <b>1,024</b> Trisha Jones  <b>1,023</b> Morgan Boneberg  <b>1,021</b> Michael Williams  <b>1,021</b> Vania Noriega  <b>1,021</b> Ayisha Henry  <b>1,020</b> Desmond Parrinello  <b>1,020</b> Jeffrey Lacerte  <b>1,020</b> Michael Carter  <b>1,019</b> Dominique Frost  <b>1,018</b> Herivelto Pereira  <b>1,017</b> Amanda Principe  <b>1,014</b> Hasan Ghazal  <b>1,012</b> Delvin Lanier  <b>1,011</b> Dylan Lovell  <b>1,009</b> Tanner Bourisaw  <b>1,009</b> Julie Childs  <b>1,009</b> Raul Graciani  <b>1,009</b> Tyler O'Toole  <b>1,008</b> Summer Bekhit  <b>1,007</b> Sean McGuigan  <b>1,007</b> Jillian Arshadi  <b>1,002</b> Maxon Elozier  <b>1,000</b> Cindy Ramirez</p>
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<p><b>1</b></p>  <p><b>MARK LOTITO</b> \$48,866 Jesus Romero</p>	<p><b>2</b></p>  <p><b>KIANA GORDEN</b> \$31,938 Andre McCallum</p>	<p><b>3</b></p>  <p><b>SCOTT URBANOWICZ</b> \$20,866 Henderson-Locker</p>	<p><b>4</b></p>  <p><b>SABRINA LEVI</b> \$7,448 Albert Serur</p>	<p><b>5</b></p>  <p><b>SIERRA HARTWIG</b> \$7,154 S-S-Bendure-Hartwig</p>
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**JULY BONUS LEADERS | PAYOUT: \$439,132 | QUALIFIERS: 476**

<p><b>\$ 48,866</b> Mark Lotito  <b>31,938</b> Kiana Gorden  <b>20,866</b> Scott Urbanowicz  <b>7,448</b> Sabrina Levi  <b>7,154</b> Sierra Hartwig  <b>5,878</b> John Zalesky  <b>5,313</b> Tanner West  <b>5,230</b> Omar Al Choufi Cumarin  <b>4,779</b> Venice Grant  <b>4,765</b> Firat Ucar  <b>4,299</b> De'Carleon Townsend  <b>4,099</b> Yann Nsoga  <b>4,055</b> Jose Cuellar  <b>4,013</b> Quinn Boucaud  <b>3,860</b> Michael Lewo  <b>3,455</b> Parveen Lakhani  <b>3,292</b> Andrew Jeans  <b>3,289</b> Ardian Gojcaj  <b>3,195</b> Ryan Hritz  <b>3,138</b> Monica Lee  <b>3,045</b> Cory Moncol  <b>3,038</b> Pilar Morales  <b>2,869</b> Silas Merkel  <b>2,865</b> Samantha Garcia  <b>2,777</b> Ryne Morozowski  <b>2,767</b> Kyle Baggett  <b>2,759</b> Jordan Bayles  <b>2,721</b> Osiris Kessinger  <b>2,690</b> David Ferriolo  <b>2,608</b> Rachel Mills-Walker  <b>2,608</b> Sergio Joaquin Haro  <b>2,580</b> Daniel Nava  <b>2,562</b> Amy Hull  <b>2,527</b> Brenda Lopez Velasquez</p>	<p><b>\$ 2,447</b> Connor Fox  <b>2,400</b> Juan C Nunez  <b>2,261</b> Marvin Fernandez  <b>2,188</b> Taylor Ahlgrim  <b>2,162</b> Kurt Meaux  <b>2,161</b> Selina Maldonado  <b>2,082</b> Alex Jankowski  <b>2,061</b> Traci Alderman  <b>2,054</b> Desmond Martin  <b>2,017</b> Morgan Boneberg  <b>2,005</b> Brandon Bennett  <b>1,986</b> Miguel Diego Esquivel  <b>1,974</b> Jhon Escariza Contreras  <b>1,918</b> Noelia Chavez  <b>1,897</b> Damaris Trejo  <b>1,837</b> Jessica Yates  <b>1,826</b> Dmitry Pendro  <b>1,808</b> Enoch Baiden-Nimene  <b>1,789</b> Joshua McTier  <b>1,733</b> Jasmine L Walker  <b>1,713</b> Kristen Allen  <b>1,704</b> Josefina Lugo  <b>1,680</b> Jeffrey Lacerte  <b>1,661</b> Abraham El Refaei  <b>1,654</b> Carolyn George  <b>1,619</b> Asante Jackson  <b>1,612</b> Sky Plunkett  <b>1,588</b> Alessandro Succurro  <b>1,579</b> Matthew Adams  <b>1,554</b> Gerardo Gonzalez  <b>1,542</b> Todd Krupa  <b>1,503</b> Jaden Goldney  <b>1,499</b> Dillon Zartman  <b>1,496</b> Milton Sanders</p>	<p><b>\$ 1,486</b> April Ross  <b>1,486</b> Chayson Williams  <b>1,462</b> Victor Medina  <b>1,449</b> Sebastian Hill  <b>1,423</b> Katie Kernigin  <b>1,396</b> Brandon Freeman  <b>1,354</b> Amanda Krog  <b>1,346</b> Calvin Dickherber  <b>1,336</b> Michael Geyer  <b>1,318</b> Brad Burrows  <b>1,286</b> Kristi Mills  <b>1,256</b> Ornela Martinaj  <b>1,231</b> Melissa Nguyen  <b>1,229</b> Ethan Sapp  <b>1,224</b> Jenny Anderson  <b>1,176</b> Eric Salado  <b>1,171</b> Dalton Beam  <b>1,159</b> Jesse Wertman  <b>1,153</b> Salaur Khorrani  <b>1,137</b> Jamie Webster  <b>1,127</b> Maria Papilago  <b>1,113</b> Sabrina Smith  <b>1,099</b> Ryan Queyrouze  <b>1,090</b> Damon Brassell  <b>1,075</b> Aaron Luczak  <b>1,075</b> Yumary Veliz  <b>1,071</b> James Ganci  <b>1,066</b> Ayisha Henry  <b>1,059</b> Randy Tucker  <b>1,055</b> Matthew Sturgis  <b>1,029</b> Daoud Naser  <b>1,028</b> Johnny Gerges  <b>1,022</b> Anneli Brandt  <b>1,021</b> Brianna Jasinski  <b>1,018</b> Akinyemi Akinseye  <b>1,017</b> Genesis Medina Mendoza</p>	<p><b>\$ 1,011</b> Rachel Watson  <b>996</b> Jose Abad  <b>986</b> Jose Anderson  <b>982</b> Melissa Grieb  <b>980</b> Kristina Fennessy  <b>970</b> Jahanna Pace  <b>964</b> Christina Babcock  <b>949</b> Alexander Tkacz  <b>936</b> Giorgi Gogidze  <b>920</b> Ethan Sapp  <b>919</b> Zachery Croyle  <b>873</b> Luke Reiter  <b>871</b> Travis White  <b>868</b> James Hodges  <b>867</b> Sayed Hashimi  <b>864</b> Mariann Kirby  <b>858</b> Ashley Charriere  <b>838</b> Adrion Robertson  <b>805</b> Yendy Avellaneda  <b>799</b> Mitchell Hambley  <b>795</b> Mitchell McLaughlin  <b>794</b> Brendan Matcham  <b>791</b> Danny Souri  <b>785</b> Tyler Dubois  <b>782</b> Raphael Alves  <b>771</b> Kurt Evans  <b>769</b> Ryan Marquis  <b>766</b> Amanda Davis  <b>753</b> Ryan Martin  <b>751</b> Michael Conner  <b>749</b> Jessica Winekoff  <b>745</b> Tebi Njilefack  <b>745</b> Mariana Morales  <b>738</b> Jusem Hajali  <b>735</b> Bryce Engstrom  <b>728</b> Sasha Oakes  <b>724</b> Maria Lagios</p>	<p><b>\$ 722</b> Justin Sherman  <b>714</b> Ana Meza  <b>710</b> Hunter Bischoff  <b>709</b> Justin Rydzziel  <b>694</b> Jordan Jones  <b>691</b> Taikendy Trinh  <b>687</b> Laura Chavez  <b>686</b> Dominick Nieves  <b>684</b> Yaser Galera  <b>681</b> Rocio Urquilla  <b>680</b> Clarence Harvin  <b>678</b> Michele Stewart  <b>676</b> Michael Denton  <b>675</b> Barbara Wayman  <b>675</b> Estephanie Montecillo  <b>674</b> Mario Trejo  <b>670</b> Nouraddin Hussein  <b>665</b> Paula Torres  <b>656</b> Kaiden Herald  <b>655</b> Kyle Swanson  <b>638</b> Sylwia Faucher  <b>635</b> Jordan Hamrick  <b>634</b> Tyler Turner  <b>782</b> Raphael Alves  <b>624</b> Garron Moffett  <b>621</b> Brenda Giron Rangel  <b>619</b> Shayden Rasheed  <b>612</b> Elijah Scott  <b>609</b> Binyam Abune  <b>604</b> Vilmer Rea Guedez  <b>589</b> Maria Guedez Melendez  <b>588</b> Michele Faul  <b>582</b> Damon Stroup  <b>576</b> Jason Goines  <b>576</b> Chandler Reed</p>	<p><b>\$ 575</b> Dulce Paz  <b>575</b> Jacob Kieffer  <b>574</b> Adrian Watson  <b>563</b> Derek Koppari  <b>561</b> Hailey Parsons  <b>558</b> Kacie Converse  <b>556</b> Cindy Ramirez  <b>548</b> Olusola Awosanya  <b>547</b> Joseph Hogue  <b>538</b> Joshua Nieto  <b>535</b> Ahmed Elagrab  <b>530</b> Jamie Beuschel  <b>529</b> Lynn Svoboda  <b>529</b> Christine Munroe  <b>529</b> Awbrey Vachon  <b>525</b> Haylie Hollister  <b>521</b> Mackenzie Burchett  <b>520</b> Hector Cruz  <b>515</b> Caroline Mora  <b>511</b> Blake McClain  <b>510</b> Zachary Hofreiter  <b>506</b> Jimmy Johnson  <b>504</b> Cassidy Griffin</p>
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# LEADERSHIP BONUS

<b>1</b>	<b>2</b>	<b>3</b>	<b>4</b>	<b>5</b>
				
<b>MARK DUSHAJ</b>	<b>MATTHEW CONRAD</b>	<b>ARIF HAJRO</b>	<b>MARK NEILSON</b>	<b>BOBBY GUJRAL</b>
<b>\$105,300</b> AO	<b>\$65,947</b> S-S-Parks-Salvaggi	<b>\$61,016</b> AO	<b>\$55,614</b> AO	<b>\$49,437</b> AO

## JULY BONUS LEADERS | PAYOUT: \$3,064,955 | QUALIFIERS: 820

<ul style="list-style-type: none"> <li>\$ 105,300 Mark Dushaj</li> <li>65,947 Matthew Conrad</li> <li>61,016 Arif Hajro</li> <li>55,614 Mark Neilson</li> <li>49,437 Bobby Gujral</li> <li>46,690 Daniel Prinzo</li> <li>46,423 Zackarea Hakim</li> <li>43,086 Bledar Bane</li> <li>38,222 Alon Barnur</li> <li>37,543 Zach Otto</li> <li>34,452 Eno Iftiu</li> <li>34,247 Rafael Medina</li> <li>30,437 Jessica Chang</li> <li>28,756 Jozef Tinaj</li> <li>27,742 Joshua Olin</li> <li>26,060 Nicholas Chuma</li> <li>24,960 Ryan Shazier</li> <li>24,653 Joseph Crivelli</li> <li>24,163 Moriah Chandler</li> <li>24,150 David Carpenter</li> <li>23,775 Taulant Bane</li> <li>22,635 Katelyn Ucar</li> <li>22,589 Daniel Li</li> <li>21,771 Clayton Slaughter</li> <li>21,719 Ervin Metaj</li> <li>21,549 Spencer Kozej</li> <li>21,248 Jihad Ottallah</li> <li>20,035 Kevin Gillum</li> <li>19,546 Ildemaro Ruiz</li> <li>18,908 Mike Paragiou</li> <li>18,571 Jonathan Rindt</li> <li>18,356 Jenny Kim</li> <li>18,112 James Fangmann</li> <li>17,621 Melissa Sidoti</li> <li>17,034 Bruce Viaje</li> <li>16,957 Caren Deanda</li> <li>16,705 Morgan Tranquist</li> <li>16,553 Noris Dominguez Ramirez</li> <li>16,385 Luay Ghawi</li> <li>16,169 Christian Gojcaj</li> <li>16,083 Vincent Massari</li> <li>15,555 Mark Bernsdorff</li> <li>15,443 Travis Picklesimer</li> <li>15,243 Blake Higuchi</li> <li>15,175 Dustin Dunbar</li> </ul>	<ul style="list-style-type: none"> <li>\$ 14,992 Arturo Romero</li> <li>14,910 Scott Wheeler</li> <li>14,745 Romal Omid</li> <li>14,502 Ryan Stenglein</li> <li>14,312 Christina Salvatore</li> <li>14,309 Danny Soury</li> <li>13,717 Alan Sedaghat</li> <li>13,695 Edward Leon</li> <li>13,529 Brandon Minor</li> <li>13,426 Zakiya Jones</li> <li>13,019 Veronica Coval</li> <li>12,932 Carlo Buhay</li> <li>12,833 Chris La Fond</li> <li>12,531 Joshua Nottle</li> <li>12,422 Sean Taylor</li> <li>12,037 William Thomas</li> <li>11,211 Darrell Asbell</li> <li>11,183 Kevin Appasamy</li> <li>11,143 Rieilly Maher</li> <li>11,127 Katie Stahulak</li> <li>10,504 Michael Giachetti</li> <li>10,351 Meaghan Krecsko</li> <li>10,244 Jenna Gruha</li> <li>10,151 Bobby Park</li> <li>9,810 Tami Chaimov</li> <li>9,791 Michael Botond</li> <li>9,739 London Burnett</li> <li>9,731 Phillip Rigoli</li> <li>9,717 Michael McKiernan</li> <li>9,705 Andrew Hynan</li> <li>9,652 Conor Markins</li> <li>9,607 Tyler McKnight</li> <li>9,572 Mario Borino</li> <li>9,522 Jesse Doherty</li> <li>9,458 Jeffrey A Smith</li> <li>9,447 Carrington Hanna</li> <li>9,288 Tyler Boulden</li> <li>9,233 John Catalano</li> <li>9,157 Michael Maloney</li> <li>9,044 Cynthia Sittig</li> <li>8,979 Jimmy Quifille</li> <li>8,955 Sean Shephard</li> <li>8,832 Jeffrey Espinal</li> <li>8,741 Jesse Fullmer</li> <li>8,676 Beau Minnick</li> <li>8,520 Aaron Piotrowski</li> </ul>	<ul style="list-style-type: none"> <li>\$ 8,394 Adam Wheeler</li> <li>8,392 Sara Vaz</li> <li>8,229 Eric Thompson</li> <li>8,158 Dmitry Pendro</li> <li>8,138 Jason Bratin</li> <li>8,107 Cara DeFiore</li> <li>8,057 Matthew Diulus</li> <li>7,999 Bobby Hamilton</li> <li>7,990 Tyler Church</li> <li>7,882 Jillian Getz</li> <li>7,834 Taleb Jammoul Hajali</li> <li>7,699 Alberto Alcala</li> <li>7,607 Matthew Hunsberger</li> <li>7,602 Duane Shaw</li> <li>7,421 Brandon Hughes</li> <li>7,313 Zachery McHattie</li> <li>7,306 George Shafiek</li> <li>7,273 Jonathan Giaco</li> <li>7,219 Richard Sidoti</li> <li>7,074 Ashley Rust</li> <li>7,057 Justin Hermann</li> <li>6,986 Erica Robertson</li> <li>6,885 Ashkan Khoshmagham</li> <li>6,836 Savannah Schipman</li> <li>6,827 Brandon Summertown</li> <li>6,794 Zachery Kertulis</li> <li>6,759 Montana Hanson</li> <li>6,571 Gregory Rudolph</li> <li>6,551 John Curry</li> <li>6,392 Bruno Nuro</li> <li>6,391 Iv Menache</li> <li>6,360 Steven Warner</li> <li>6,255 Edon Nevzadi</li> <li>6,248 Tomarus Burks</li> <li>6,123 Matthew Kerfoot</li> <li>6,109 Christopher Botelho</li> <li>6,095 Adrienne Bragas</li> <li>5,868 Kyle VanBibber</li> <li>5,755 Mathew Kahwaji</li> <li>5,710 Evan Stewart</li> <li>5,696 Kristi Basha</li> <li>5,674 Connor O'Donnell</li> <li>5,607 Steven King</li> <li>5,571 Jessie Holland</li> <li>5,525 Klyo Vidal</li> </ul>	<ul style="list-style-type: none"> <li>\$ 5,497 Toni-Ann Allen</li> <li>5,442 Jake Yagjian</li> <li>5,440 Shawn Feistamel</li> <li>5,440 Jacob Krieger</li> <li>5,319 Nick Scordos</li> <li>5,259 Christopher Larsen</li> <li>5,230 Justin Diaz</li> <li>5,211 Phi Phan</li> <li>5,166 Mary Teah</li> <li>5,157 Ashlynn Orng</li> <li>5,139 Sabrina Agostini</li> <li>5,085 Derek Johnson</li> <li>5,062 Peer Shmelzer</li> <li>5,061 Danica Rivera</li> <li>5,047 Michael Geyer</li> <li>4,970 Noah Vongunden</li> <li>4,960 Matthew Abdo</li> <li>4,957 Ian Zollos</li> <li>4,950 Michael Holmes</li> <li>4,917 Jacob Krakora</li> <li>4,871 Abigail Luna</li> <li>4,868 Reynolds Akuaomoa</li> <li>4,862 Nakita Fortin</li> <li>4,777 Steven Dell</li> <li>4,563 Dairon Arbona</li> <li>4,526 Magda Figueiredo</li> <li>4,495 Dylan Murphy</li> <li>4,492 Derek Foore</li> <li>4,440 Jonathan Phillips</li> <li>4,419 Jhanna Valerio Vivas</li> <li>4,375 Tanner Duy</li> <li>4,338 Nikolla Lulgjuraj</li> <li>4,336 Antonino Taormina</li> <li>4,332 Havis Alvarado</li> <li>4,316 Miguel Diego</li> <li>4,278 Esquivel</li> <li>4,278 Dan Ikei</li> <li>4,239 Jessica Kay</li> <li>4,223 Nathan Hunt</li> <li>4,210 Minh Phung</li> <li>4,207 Thor Leighton</li> <li>4,140 Razan Zarba</li> <li>4,114 Ryan Slone</li> <li>4,074 Jennifer Ragan</li> </ul>	<ul style="list-style-type: none"> <li>\$ 4,050 Christopher McGlynn</li> <li>4,031 Aliya Johansen</li> <li>3,994 Anthony Salerno</li> <li>3,975 Daniel Foore</li> <li>3,945 Hasan Ghazal</li> <li>3,935 Nabil Atallah</li> <li>3,935 Alipate Makaui</li> <li>3,935 Matthew McDowell</li> <li>3,912 Jean M Joseph</li> <li>3,909 Danny Juskiw</li> <li>3,908 Mayra Robles</li> <li>3,852 Matthew Sutton</li> <li>3,845 Rodney Williams</li> <li>3,822 Stella Roznovan</li> <li>3,820 Klaudio Martinaj</li> <li>3,796 Eric Snyder</li> <li>3,718 Asante Jackson</li> <li>3,718 Nicki Griffiths</li> <li>3,716 Marvin Gonzalez</li> <li>3,711 Jadwiga Martins</li> <li>3,701 Justin Maska</li> <li>3,683 Katharine Thorne</li> <li>3,652 Sebastian Hill</li> <li>3,626 Jeffery Thiel</li> <li>3,615 Ariana Jones</li> <li>3,563 Dalton Cassavoy</li> <li>3,563 Brenna Behan</li> <li>3,547 Daniel Ramirez</li> <li>3,530 Zachary Hager</li> <li>3,516 Daniel Perkins</li> <li>3,503 Mickey Adkins</li> <li>3,468 Aaron Friedlander</li> <li>3,455 Jake Gelb</li> <li>3,454 Alexis Pineiro</li> <li>3,421 Andi Iftiu</li> <li>3,419 Heriberto Chavez</li> <li>3,407 Hector Luque</li> <li>3,346 Alexandra Longo</li> <li>3,303 Patrick Donovan</li> <li>3,290 Tecole Smith</li> <li>3,267 Dustin Hess</li> <li>3,251 Samuel Artzis</li> <li>3,250 Viktorious Dugan</li> <li>3,214 Augusto Arango</li> <li>3,190 Paul Samra</li> <li>3,173 Mark Auvil</li> </ul>	<ul style="list-style-type: none"> <li>\$ 3,173 Peter Kwiatkowski</li> <li>3,168 Travis Vaughn</li> <li>3,158 Jonathan Conner</li> <li>3,156 Matthew Ward</li> <li>3,141 Michael Burningham</li> <li>3,135 Justin Sutton</li> <li>3,134 Melissa Nguyen</li> <li>3,133 Evan Donoghue</li> <li>3,133 Patrick Knouse</li> <li>3,132 Anthony Mazurkewicz</li> <li>3,120 Melinda-Rae Lyse</li> <li>3,099 Randall Cook</li> <li>3,069 Ed-Maggie Myrthil</li> <li>3,053 Ransy Vazquez</li> <li>3,052 Maria Martinez</li> <li>3,012 Daniel Pacheco</li> <li>3,012 Michael Cirelli</li> <li>2,983 Matthew Turnquist</li> <li>2,972 Peter Gabranski</li> <li>2,959 Nixandra Caraballo</li> <li>2,950 Daniela Rangel</li> <li>2,914 Cory Moncol</li> <li>2,914 Kristina Joachim</li> <li>2,910 Armando Aiello</li> <li>2,892 Jack Morgan</li> <li>2,859 Joseph Tomanovich</li> <li>2,857 Thomas J Vena</li> <li>2,856 Yussuf El-Zein</li> <li>2,850 Jake Taylor</li> <li>2,839 Matthew Hudlin</li> <li>2,823 Robert Burns</li> <li>2,808 Jesse Rennich</li> <li>2,797 Vivian Trinh</li> <li>2,780 Daryl Graham</li> <li>2,769 Alfredo Garcia</li> <li>2,737 Jessica Specht</li> <li>2,719 Erin Allen</li> <li>2,717 Preston Klutz</li> <li>2,694 Aaron Patt</li> <li>2,692 Isiah Brown</li> <li>2,683 Sean Gillespie</li> <li>2,667 Nicole Preston</li> <li>2,666 Fouad Gerges</li> <li>2,665 Steven Counts</li> <li>2,659 Kendall Wilson</li> </ul>
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<ul style="list-style-type: none"> <li>\$ 2,651 Jason Green</li> <li>2,635 Bryce Engstrom</li> <li>2,609 Jonathan Collins</li> <li>2,605 Alec Seibold</li> <li>2,579 Chase Snider</li> <li>2,577 Tristan A Smith</li> <li>2,571 Jacob Kieffer</li> <li>2,544 Alex Paguio</li> <li>2,520 Sokol Fazliu</li> <li>2,516 Alejandra Larez Morales</li> <li>2,514 Chris McFoy</li> <li>2,511 Nathaniel Magda</li> <li>2,494 Massoud Vaziri</li> <li>2,456 Randy Tucker</li> <li>2,403 Tension Mather</li> <li>2,401 Brandon Hamilton</li> <li>2,393 Tiffany Bertao</li> <li>2,382 Enri Sako</li> <li>2,366 Adem Abdula</li> <li>2,358 Jordan Jones</li> <li>2,350 Mark Lahijani</li> <li>2,329 Darez Meriwether</li> <li>2,327 Samantha Garcia</li> <li>2,308 Charles Gangloff</li> <li>2,304 Yael Enriquez</li> <li>2,303 Ryan Martin</li> <li>2,292 Nathaniel Bermes</li> <li>2,287 Eddie Gonzales</li> <li>2,286 Cole Hatfield</li> <li>2,278 Noe Perez</li> <li>2,276 Tyler Teague</li> <li>2,262 Joel Nunez</li> <li>2,244 Christian Navarro</li> <li>2,241 Christina Shanno Baldwin</li> <li>2,238 Kurt Evans</li> <li>2,231 Diego Alvarez</li> <li>2,195 Nicklaus Boker</li> <li>2,171 Francesca Veltri</li> <li>2,169 John Collins</li> <li>2,149 Montana McDonald</li> <li>2,145 Jadelene Welty</li> <li>2,105 Jesus Parra</li> <li>2,098 Jeffery May</li> <li>2,096 Marvelie Sanchez</li> <li>2,086 Kingsley Hansen</li> <li>2,079 Paige Zuzick</li> <li>2,067 Mercedes Bens</li> <li>2,065 Christian Cox</li> <li>2,064 Rossana Carruyo Parra</li> <li>2,054 Jermaine Moye</li> <li>2,045 Kasali Kotun</li> <li>2,026 Conner White</li> <li>2,026 Denise Kyrkos</li> </ul>	<ul style="list-style-type: none"> <li>\$ 2,023 Cartiza Rojas</li> <li>2,019 Lisa Lawrence</li> <li>2,015 Carlos Camacho Medina</li> <li>1,992 Levar Morgan</li> <li>1,967 Damen Hartwick</li> <li>1,955 James Sodan</li> <li>1,952 Shanita Friedlander</li> <li>1,929 Avion Johnson</li> <li>1,920 Christopher Bungay</li> <li>1,913 Daniel Arzate Roa</li> <li>1,911 Troy Williams</li> <li>1,895 Michael Russo</li> <li>1,888 Kevin Valentin Ross</li> <li>1,877 Carolyn George</li> <li>1,865 Eric Caballero</li> <li>1,863 Nicole Herrin</li> <li>1,849 Seth Frisby-Jack</li> <li>1,838 Steve Hartman</li> <li>1,833 Timothy Wilson</li> <li>1,832 Austin Macias</li> <li>1,811 Joshua Jackson</li> <li>1,811 Pa Aliou Kasseh</li> <li>1,806 Ashley Clarke</li> <li>1,806 Shawn Lewicki</li> <li>1,795 Alexandria Greer</li> <li>1,756 Jonathan Ojendi</li> <li>1,743 Kurt-James MacMillan</li> <li>1,740 Melinda Skinner</li> <li>1,739 Daniel Orr</li> <li>1,725 Joanna Shipkowski</li> <li>1,724 Kendrick Greene</li> <li>1,719 Victoria Lewis</li> <li>1,716 Omar Billy</li> <li>1,715 Gunnar Jorstad</li> <li>1,709 Chilynn Acevedo</li> <li>1,705 Michelle Olivo</li> <li>1,690 John Schaeffer</li> <li>1,677 Beau Cullen</li> <li>1,659 Susana Vargas</li> <li>1,655 Kamal Tayyib</li> <li>1,648 Jordan Stelzer</li> <li>1,635 Tyler Cox</li> <li>1,632 Courtney Somsan</li> <li>1,630 Ruben Terrero</li> <li>1,622 Lalitha Janardhanan</li> <li>1,616 Sean Henry</li> <li>1,613 Priscila Gonzalez</li> <li>1,609 Thomas Agee</li> <li>1,608 Jeanine Barlettano</li> <li>1,595 Shahab Mahdavinnejad</li> <li>1,592 Jesse Barker</li> <li>1,582 Ashley Johnston</li> <li>1,558 Timothy Welsh</li> </ul>	<ul style="list-style-type: none"> <li>\$ 1,521 Ryan Hall</li> <li>1,497 Nairobi Contreras</li> <li>1,495 Shane Valentine</li> <li>1,493 Daniel Lopez-Velasquez</li> <li>1,472 Jasmine Snell</li> <li>1,470 Joy Vann-Austin</li> <li>1,470 Rachael Glamp</li> <li>1,447 Diana Blash</li> <li>1,443 Austen Oakes</li> <li>1,439 Rafael Osio Rangel</li> <li>1,435 Outtara Ly-Beltre</li> <li>1,434 Laurence Moore</li> <li>1,430 Diego Vargas</li> <li>1,415 Caitlin Cassidy</li> <li>1,406 Francis Ingulli</li> <li>1,388 Ireland Sirni</li> <li>1,378 Blake Tomblin</li> <li>1,369 Arimar Ramirez Pernia</li> <li>1,337 Damon Stroup</li> <li>1,336 Casey Combs</li> <li>1,334 Ronald Davis</li> <li>1,325 Taurean Flournoy</li> <li>1,324 Alex Grushko</li> <li>1,318 Jorge Toribio</li> <li>1,312 Molly Remhof</li> <li>1,303 Tyler Worstell</li> <li>1,288 Priscilla Blanco</li> <li>1,268 Behrad Baghbanian</li> <li>1,268 Aaron Chen</li> <li>1,264 Juan Olvera</li> <li>1,261 Nicholas Gomez</li> <li>1,259 Elle Sing</li> <li>1,259 Sean Blaney</li> <li>1,256 Kristen Allen</li> <li>1,256 John Santosuosso</li> <li>1,232 Jagdish Sukhu</li> <li>1,229 Monica Montgomery</li> <li>1,224 Leanne Erney</li> <li>1,219 Jonathan Jones</li> <li>1,215 Julian Navalta</li> <li>1,215 Carlos De Sousa Cardozo</li> <li>1,215 Patrick Sullivan</li> <li>1,214 Brandon Schwed</li> <li>1,214 Andrea Schmitt</li> <li>1,211 Anthony Williams</li> <li>1,211 Jesse Benwell</li> <li>1,197 Gary Slocum</li> <li>1,177 Anna Senra</li> <li>1,173 Claude Hamilton</li> <li>1,165 Henry Jacobs</li> <li>1,155 Jamie Beuschel</li> <li>1,153 Tanner West</li> <li>1,139 Luciano Valero Vidal</li> </ul>	<ul style="list-style-type: none"> <li>\$ 1,139 Justin Schmidt</li> <li>1,135 Sherrie McCarty</li> <li>1,134 Andres Liranzo</li> <li>1,129 Joseph Bell</li> <li>1,120 Tyler Lefebvre</li> <li>1,115 Darrin Roberts</li> <li>1,114 Kelly Schoenherr</li> <li>1,112 Fabio Garcia</li> <li>1,103 Kylee Blehm</li> <li>1,096 Stephanie Burghardt</li> <li>1,095 Nadia Bailey-Robinson</li> <li>1,086 David Rigney</li> <li>1,086 Akram Mirahmadi Shalamzari</li> <li>1,085 Alejandro Sanchez Rios</li> <li>1,078 William Parmeter</li> <li>1,078 James C Romero</li> <li>1,073 Breyon Williams</li> <li>1,071 Christopher Burkholder</li> <li>1,071 Raul Rojas</li> <li>1,067 Jean Romero Capote</li> <li>1,066 Kade Beck</li> <li>1,058 Ryan Hritz</li> <li>1,057 Daryuztka Rodriguez Balza</li> <li>1,056 Blair Sheppard</li> <li>1,053 Aubrie Ray</li> <li>1,051 Tina Skalkos</li> <li>1,049 Alexander Gross</li> <li>1,041 Sierra Kelsey</li> <li>1,032 Evelyn Leon-Perez</li> <li>1,031 Rosa Colmenares Borrego</li> <li>1,026 Raiq Hussain</li> <li>1,024 Duni Olusegun</li> <li>1,021 Tyler Tasa</li> <li>1,010 Axel Carrasquel</li> <li>994 Sergio Carta</li> <li>994 Jennifer Spalding</li> <li>943 Fatima Ward</li> <li>939 Muzit Berhe</li> <li>929 Doron Freud</li> <li>928 Leanna Sinclair</li> <li>928 Cristina Fox</li> <li>925 David Ramirez-Benitez</li> <li>925 Johnny Fuller</li> <li>923 Lubraska Iguaro</li> <li>908 Sean Smith</li> </ul>	<ul style="list-style-type: none"> <li>\$ 894 Johny Gerges</li> <li>887 Hugo Flores</li> <li>885 Damon Sims</li> <li>883 Matthew Bogle</li> <li>883 Victor Romero</li> <li>877 Michael Wright</li> <li>875 Alexandra Berberich</li> <li>874 Sierra Hartwig</li> <li>871 Ashlee Brill</li> <li>869 Brody Maughan-Evanson</li> <li>868 Gerardo Gonzalez</li> <li>867 Nathan Stuck</li> <li>863 Daniel Zitter</li> <li>860 Jason Ashline</li> <li>856 Ardian Gojcaj</li> <li>847 Daniel Umbertone</li> <li>839 Leticia Irving</li> <li>838 Colin Kowet</li> <li>836 Jarrell Jackson</li> <li>836 Normand Arocho Pendas</li> <li>835 Stephen Davis</li> <li>827 Britton Costa</li> <li>824 Marsei Hogan</li> <li>821 Carlos Colina</li> <li>818 Jenny Anderson</li> <li>817 Dillon Kuehne</li> <li>800 Zachary Marshall</li> <li>791 Jesse Weaver</li> <li>790 Marvin Fernandez</li> <li>786 Mackenzie Burchett</li> <li>776 John Crespin</li> <li>771 Tyler Parker</li> <li>767 Flor Tapia</li> <li>760 Maria Bonilla Borrego</li> <li>760 Kwabena Antwi</li> <li>756 Kathleen McArthur</li> <li>743 Morgan Lobello</li> <li>735 Abraham El Refaei</li> <li>716 Tanner Midlick</li> <li>715 Matthew Adams</li> <li>714 Alexander Gomez</li> <li>948 Sumner Bekhit</li> <li>945 Jennifer Spalding</li> <li>943 Fatima Ward</li> <li>939 Muzit Berhe</li> <li>929 Doron Freud</li> <li>928 Leanna Sinclair</li> <li>928 Cristina Fox</li> <li>925 David Ramirez-Benitez</li> <li>925 Johnny Fuller</li> <li>923 Lubraska Iguaro</li> <li>908 Sean Smith</li> </ul>	<ul style="list-style-type: none"> <li>\$ 669 Jacob Reiter</li> <li>661 Valentin Paraian</li> <li>655 Seth-Thomas Ordeneaux</li> <li>655 Omar Al Choufi Cumarin</li> <li>653 Casey Kunash</li> <li>649 Malcolm Pasquier</li> <li>649 Sarah Saleim</li> <li>644 Jose Castillo</li> <li>644 Rebecca Patterson</li> <li>637 Michael Alexander</li> <li>634 Derek Sutherland</li> <li>632 Joshua Goodman</li> <li>628 Mark Lomonaco</li> <li>627 Alex Jankowski</li> <li>625 Tichina Haughton</li> <li>625 Katy Rivera</li> <li>625 Lamarcus Jackson</li> <li>618 Kaia Pirazzini</li> <li>612 Raul Pinto</li> <li>608 Patrick Keohane</li> <li>607 Emily Klich</li> <li>603 Kenneth Barker</li> <li>596 Jared Guglielmino</li> <li>591 Michael Gerstein</li> <li>590 Ross Ewen</li> <li>586 Joseph Hogue</li> <li>576 Demarcus Oliver</li> <li>570 Willie Cummings</li> <li>561 Selale Booher</li> <li>548 Michele Stewart</li> <li>546 Sunday Conine</li> <li>524 Tarek Elabasy</li> <li>523 Ashley Beasley</li> <li>523 Anthony Iacovino</li> <li>520 Tamar Epsom</li> <li>515 Thomas Huynh</li> <li>515 Kolbie Lewis</li> <li>510 Sayed Hashimi</li> <li>508 Herlin Celicourt</li> <li>505 Danial Arif</li> 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# REGA LEADERSHIP BONUS

1



**MARIO HAJRO**  
\$213,039  
AO

2



**MARK NEILSON**  
\$93,807  
AO

3



**TAULANT BANE**  
\$72,977  
Dustin Venekamp

# REINSTATEMENT BONUS

1



**NICHOLAS GASPARRO**  
\$4,499  
Sabrina Lloyd

2



**ORBY KELLEY**  
\$3,340  
S-S-Bendure-Hartwig

3



**BENJAMIN NEWHOUSE**  
\$3,254  
Darcy Schrieber

4



**JAMES C CARTER**  
\$3,213  
S-S-Parks-Salvaggi

5



**MITCHELL LOOK**  
\$3,074  
S-S-Parks-Salvaggi

## JULY BONUS LEADERS | PAYOUT: \$1,935,420 | QUALIFIERS: 210

\$ 213,039 Mario Hajro	\$ 16,705 Daniel G Johnson	\$ 7,824 Bobby Hamilton	\$ 4,272 Clayton Slaughter	\$ 2,666 Daniel Orr	\$ 1,211 Christopher Bungay
93,807 Mark Neilson	16,553 Nafic Djendji Abdel Khalek	7,737 Daryl Graham	4,223 Tucker Gregor	2,665 Gary Slocum	1,197 Cristina Fox
72,977 Taulant Bane	7,607 Vincent Massari	7,313 William Dugan	4,030 Kelly Ekker	2,663 Jeremiah Russin	1,146 Andrew Chambers
56,395 Bobby Gujral	15,574 Tony Geer	7,548 Daniel Pacheco	3,945 Claude Hamilton	2,659 Aaron Piotrowski	1,095 Kelly Schoenherr
46,690 Brent Bowling	15,115 Matthew Diulus	7,313 William Dugan	3,935 Paul Kelly	2,605 Tyler Boulden	1,086 Brandon Schwed
46,459 Jessica Chang	14,914 Ryan Hall	6,984 Justin Sutton	3,935 Patrick Donovan	2,393 Jadelene Welty	1,071 Jesus Parra
43,005 Andrew Bishop	14,745 David Quevillon	6,836 Conner White	3,820 Eno Iftiu	2,380 Noe Perez	1,071 Jinely Urena
41,903 David Carpenter	14,514 Sara Vaz	6,358 Ronald Rivera	3,797 Alexis Pineiro	2,329 Bobby Park	1,053 Danisabel Rodriguez
38,362 Melinda-Rae Lyse	13,841 Steven King	6,248 Brian Jerome	3,779 Michael McKiernan	2,308 Nakita Fortin	990 Stephen Coons
37,581 Chase Miller	13,695 Mark Dushaj	5,868 Conor Markins	3,716 Mark Lahijani	2,287 Raul Rojas	987 Erin Allen
36,464 Ryan Stenglein	13,645 Scott Wheeler	5,852 Kingsley Ibeh	3,711 Jesse Doherty	2,189 Nicole Preston	943 Matthew Ward
36,219 Jenny Kim	13,060 Corey Helly	5,813 Michael Gerstein	3,683 Samuel Artzis	2,145 Chris McFoy	939 Devon Chapman
34,926 Joshua Olin	12,824 Sokol Fazliu	5,730 Carmen Pena Guedez	3,626 Ashley Wenning	2,120 Matthew Bogle	928 Joshua Bacchus
32,295 Mike Paragiou	12,790 Meaghan Krecsko	5,660 Sergio Carta	3,607 Johnny Ly	2,064 Crystal Vairetta	928 Magda Figueiredo
30,033 Cody Gardner	12,444 Adam Kidikas	5,259 William Parmeter	3,604 Taurean Flournoy	2,054 Slavita Hut	925 Steve Svendson
28,675 Giovanni Vacca	12,037 Matthew Conrad	5,188 Matthew Turnquist	3,547 David Bilotti	2,027 John Santosuosso	860 Nixandra Caraballo
28,076 Brody Maughan-Evanson	11,754 Tyler Worstell	5,139 Elvis Cartaya	3,419 Paul Samra	1,959 Tim McAdams	846 Jesse Rennich
24,960 Joseph Crivelli	10,859 Joseph Tomanovich	5,085 Stella Roznovan	3,346 Shawn Lewicki	1,950 Joshua Goodman	817 Jake Gelb
24,565 Eric Thompson	10,769 Derek Foore	4,960 Michael Cirelli	3,298 Randall Cook	1,855 Patrick Knouse	771 Mark Auvil
24,163 Joe Lewo	10,543 Kimberly Hamilton	4,950 Elijah Brown	3,290 Adrain Alfred	1,832 Michael Romero	707 Alberto Alcala
21,549 Mark Bernsdorff	10,068 Jason Bratin	4,929 Anthony Mazurkewicz	3,267 Luis Velasquez	1,811 Carlo Buhay	634 Michael Battaglio
21,129 Reynolds Akuamo	9,791 Alex Kae	4,917 Zachery Kertulis	3,234 Victoria Lewis	1,804 David Rigney	628 Michael Burningham
21,058 Britton Costa	9,652 Jeffrey A Smith	4,871 Richard Whyte	3,133 Marissa Neff	1,771 Klyo Vidal	625 Kasali Kotun
20,958 Justin Adams	9,545 Bruce Viaje	4,811 Richard Whyte	3,053 David Wang	1,771 Klyo Vidal	592 Jeffery Thiel
19,647 Zach Otto	9,533 Andy Batten	4,614 Samantha Ralston	3,052 Yael Enriquez	1,743 Hasan Ghazal	570 Donald DeVoise
19,473 Christopher Hintz	9,157 Jonathan Rindt	4,582 Robert Jackson	3,031 Gabriela Sime	1,725 Jillian Heaney	561 Kamal Tayyib
18,571 James Marks	8,979 Darrell Asbell	4,563 Anizabeta Parra Gonzalez	2,972 Jake Yagjian	1,677 Evan Donoghue	518 Daniel Zotter
17,827 James Sodan	8,257 Astrid Castrillon	4,440 Doron Freud	2,856 Luay Ghawi	1,470 Darez Meriwether	515 Stephen Jeung
17,608 Gregory Rudolph	8,107 Peter Kwiatkowski	4,372 Joshua Jackson	2,839 Michael Russo	1,334 Ed-Maggie Myrthil	
16,957 Stuart Pagan	8,057 Michael Clemente	4,278 Blake Higuchi	2,769 Taleb Jammoul Hajali	1,284 Phi Phan	
16,898 Brandon Summerton	7,882 Arif Hajro		2,737 Giovanni Diduro	1,261 Zachary Poker	
	7,830 Jeffrey Espinal		2,736 Bryan Juskiw	1,229 Darrin Roberts	
				1,214 Andrew Hynan	

## JULY BONUS LEADERS | PAYOUT: \$85,641 | QUALIFIERS: 170

\$ 4,499 Nicholas Gasparro	\$ 1,907 Laurekins Pardovani	\$ 1,171 Denise Ley	\$ 964 Gina Kramer	\$ 799 Dawid Liniewski	\$ 557 Benjamin Giamalva
3,340 Orby Kelley	1,832 Miguel Hernandez	1,166 Megan Russell	941 Gregory Caldwell	777 Nicholas Beyer	557 Richard Millington
3,254 Benjamin Newhouse	1,799 Djenabou Diallo	1,107 Bliss Jacobs	923 Anna Midowicz	703 Cody Toth	556 Eric Hansen
3,213 James C Carter	1,492 Zenon Zorij	1,097 Natalie Soboleva	919 Phyo Phyo	657 Lidia Megleji	548 David Ferriolo
3,074 Mitchell Look	1,441 Patrice Franklin	1,039 Joseph Hedborn	881 Dulce Paz	624 Loraine Patterson	529 Nadira Singh-Moon
2,849 John Orr	1,356 Scott Florin	1,033 Nabil Spahi	851 Isabella Celli	611 Charlene King	527 Karen Griffith
2,787 Sami Mogannam	1,255 Joseph Faisant	970 Elizabeth Keiderling	799 Marc D'Emilia	561 Damien Dupree	508 Joseph Mocerri

**5 BONUS TOTAL: \$9,536,431**

WORLD'S GREATEST \$4,011,283	SA/GA TRAINING \$439,132	LEADERSHIP \$3,064,955	REGA LEADERSHIP \$1,935,420	REINSTATEMENT \$85,641
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All qualifiers listed achieved at least \$500 in bonus totals | WGB qualifiers achieved at least \$1000 in bonus totals | WGB recognition is based on \$1,000 MTD Net ALP minimum achievement level

# MILLION DOLLAR CLUB

Another champion, another milestone!  
Each champion will receive a bonus of \$5,000, plus \$5,000 for each additional qualification, and the Million Dollar Club Award. Congratulations on your achievements!



**Jenny Kim**  
AO  
Contracted 9/20/17  
Qualified 7/31/22  
\$1,007,554 Net ALP



**Richard Sidoti**  
AO  
Contracted 3/21/15  
Qualified 7/31/22  
\$1,005,969 Net ALP



**Derrick Mason**  
Chad Deley  
Contracted 4/24/18  
Qualified 7/31/22  
\$1,002,428 Net ALP



**London Burnett**  
S-S-Parks-Salvaggi  
Contracted 9/1/01  
Qualified 7/31/22  
\$1,001,382 Net ALP

# DIRECTORS OF THE MONTH



Leaders growing leaders

## Sales Director of the Month



**Saul Lopez**

Saul had 18.23% growth over July 2021.

# MAKING A LIVING WHILE MAKING A DIFFERENCE



**David Zophin**

President  
American Income Life &  
National Income Life Divisions

**M**any factors motivate us to be good performers. From financial security to supporting a family to having the opportunity to lead and inspire, there are plenty of reasons we get out of bed, roll up our sleeves, and put in a hard day's work. But even the most lucrative careers only do so much to keep our energy (and our spirits) high ... because while money can go a long way, sometimes a paycheck just isn't enough.

Fortunately, at AIL-NILICO, you have the uncommon opportunity to be financially successful while simultaneously making a difference. What motivates you to be good at what you do goes far beyond the money you earn, and that's because you know the work you do truly matters.

Whether you're part of our outstanding agency force or our essential PR team, you are in the business of changing lives. That's just a fact.

I wanted to use this issue of *Spotlight* as an opportunity to remind you of just how critical the work you do is. I know it's sometimes easy to forget how vital your work is when you're caught up in the daily grind, so it's important to take a beat every once in a while and reflect on why we do what we do.

I know a lot of you have experienced a life-changing claim (or two or ten) that made you understand, firsthand, the weight of our work. I certainly remember the first time I delivered a claim check to a grieving widow, and the indescribable feeling of purpose that came after. I also remember a time I couldn't convince a couple to buy, and when the husband was later hospitalized and became medically ineligible for the coverage, I remember feeling like I had failed them. These two experiences made a huge impression on me – the first affirming the importance of the work we do, and the second reminding me that when we fall short of our objective, it can be really devastating to the families we're committed to helping.

It's one thing to hear the words, *the work we do makes a difference*. It's quite another to witness that difference directly. So to all of you who have had that experience, take a moment to remind yourself of the times your work made a family's life better. Remind yourself that if you hadn't been invested in your work,

that family might be in a much more difficult position today. Know that when days get long, hard, or discouraging, your work is making an actual difference. It's a reminder we all need sometimes.

On the flip side, if you're reading this and you haven't experienced that unforgettable claim yet, know that it's coming. Know that being good at what you do can actually change the course of someone's life. And know that if you *don't* give this career your best, you could be leaving families unprotected. Option A is much better.

I feel so fortunate to have found a place like AIL-NILICO that has allowed me to do worthwhile work while making a successful living. For the past two-plus decades, I have been driven to get up and go to work every day because I know that the work we do is so important, and I hope you understand that, too. I hope you know a successful day for you means a better life for someone else.

So go into the last few months of 2022 with a renewed passion to make an impact. Approach every day with the knowledge that this could be the day you change someone's future ... and in the course of doing so, you'll change yours, too. 🙌



**Allife.com**  
1200 Wooded Acres Drive  
Waco, TX 76710

# JULY TOP PRODUCERS

The Monthly Top Achievers include the top Rookie Producer, Veteran Producer, SA, and GA in their respective monthly categories, the top two MGAs and RGAs in Categories I-IV based on monthly % growth, the PR Representative with the most cards generated for the month, and the top two SGAs in Categories I-IV based on monthly % objective.



**ROOKIE  
PRODUCER**

**FIRAT UCAR**  
\$164,374 NET ALP



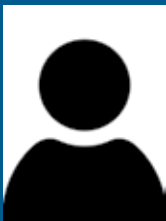
**VETERAN  
PRODUCER**

**SALAU KHORRAMI**  
\$114,000 NET ALP



**SA**

**MARK LOTITO**  
\$265,387 1ST 6 MONTHS



**GA**

**ILDEMARO RUIZ**  
\$263,553 1ST 6 MONTHS



**MGA  
CATEGORY II**

**ARIF HAJRO**  
235.9% GROWTH



**MGA  
CATEGORY III**

**MARK BERNSDORFF**  
228.3% GROWTH



**RGA  
CATEGORY I**

**MIKE PARAGIOU**  
212.7% GROWTH



**RGA  
CATEGORY IV**

**MARK DUSHAJ**  
202.0% GROWTH



**PR REP  
CATEGORY I**

**BRENDA DI SOMMA**  
2,281 CARDS



**SGA  
CATEGORY I**

**S-S-PARKS-SALVAGGI**  
196.7% OBJECTIVE



**SGA  
CATEGORY I**

**SIMON ARIAS**  
167.1% OBJECTIVE